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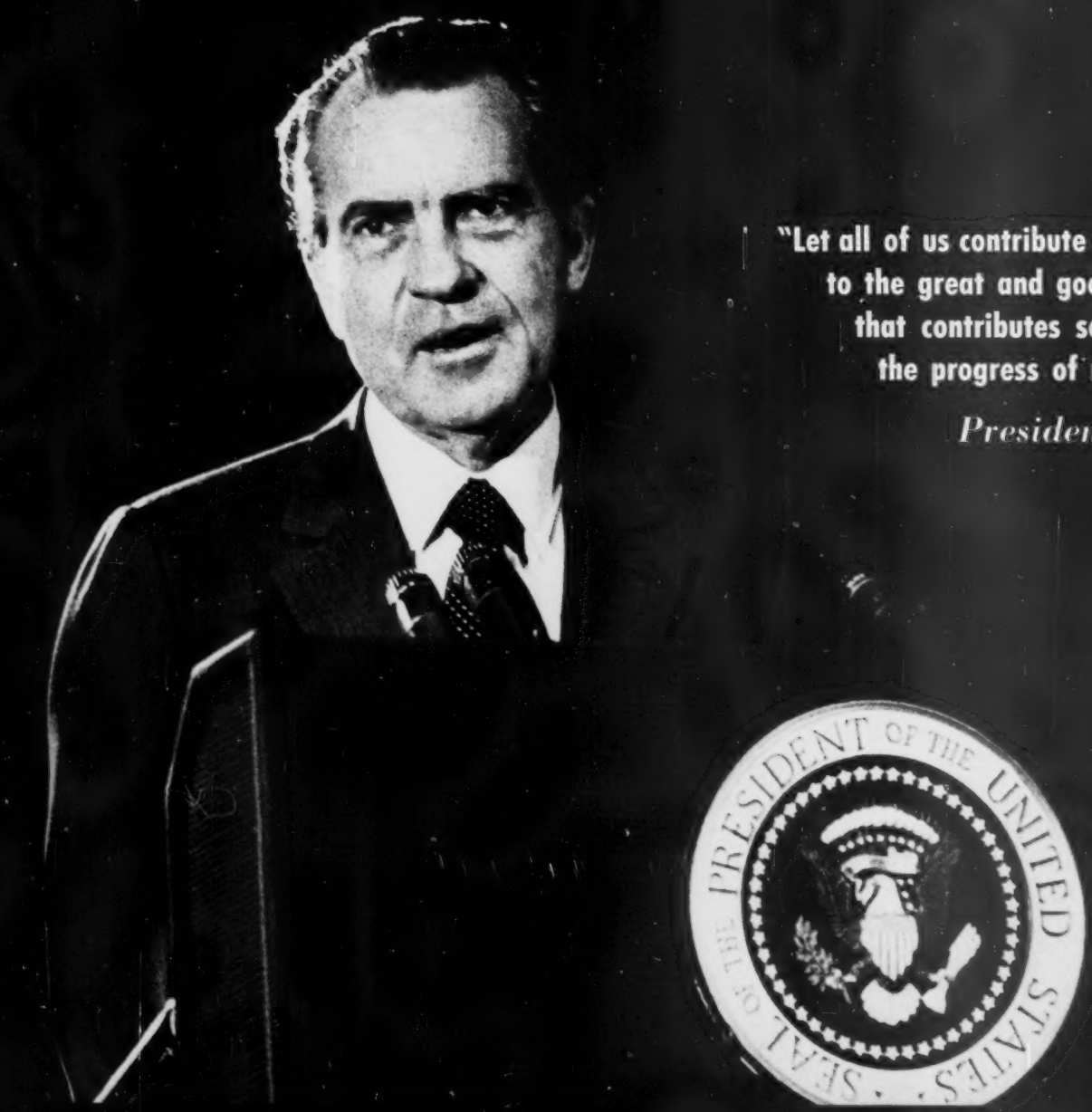
Incorporating *International Commerce*

AUGUST 23, 1971

Commerce Today

Coming Developments in Business and Technology



"Let all of us contribute all we can to the great and good country that contributes so much to the progress of mankind."

President Nixon

FROM THE
SECRETARY

The President's Landmark Economic Policies

President Nixon's new economic policies announced August 15 are a landmark effort to adjust to short term realities and long term needs. These are undertaken in the best interest not only of the American people but also of all countries throughout the world which share with us a stake in the full viability of the American economy.

It is a historic economic program. (See detailed story on Page 4.)

I am writing to voice my urgent hope that it will have the wholehearted support and complete cooperation of American business and industry as it is implemented in the weeks immediately ahead.

Totality

The President has announced an integrated policy designed to deal with the full dimension of the economic needs of the nation. We have had confronting us persistent problems of inflation, unemployment, and our balance of payments. The programs he has now launched constitute an integrated approach to their solution. He has wisely chosen not to attack single concerns, solving one matter while others go unattended, but instead to deal with the totality of our economic requirements.

In short, the President has determined the new course we must follow by viewing our situation and our priorities in full perspective. History shows that the key to world leadership lies clearly in economic supremacy. Recently our economic strength has been eroded at home by inflation and abroad by heightened competition based on advanced technology, trade barriers and other factors.

Domestically, the President's program will strike dramatically to halt inflation, and it will invigorate our strength by providing industry, labor and the economy generally with effective means to restore productivity, accelerate employment and stimulate purchasing. Temporary restraints on wages and prices and a meaningful reduction of taxes represent significant steps forward in these achievements.

International

Internationally, the President has taken strong steps to reestablish our leadership in world trade and investment, and to strengthen our monetary position. Competitors abroad who witnessed the evidence of our inflation and our lessening productivity now know that we are reacting to realities of conditions at hand, in two ways.

First, working with other nations, we hope to modernize the monetary system in a way that will avoid the periodic international crises of the past.

Second, the temporary import surcharge imposed by the President will provide a respite during which we can negotiate fair agreements with our trading partners throughout the world in terms of the realities of the '70s, agreements which will permit our domestic economy to adjust to an acceptable rate of growth.

This decision is fully consistent with the letter and spirit of our international commitments.

In a broad and sweeping program such as this, it is inevitable that many questions and problems will arise in connection with it. The Department of Commerce welcomes the opportunity to be the focal point for business participation and counsel in support of the President's vital new economic policies. As a member of the Cost-of-Living Council, I will be glad to hear comments and suggestions from all segments of the business community.

Maurice H. Stans

Commerce Today

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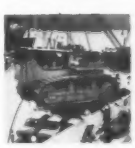

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COVER: *President Nixon presents the nation a challenging new economic program which he calls the "most comprehensive undertaking by this nation in four decades." Story begins on Page 4.*

U.S. DEPARTMENT
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ECONOMIC
HIGHLIGHTS

Steel Contract Removes Major Uncertainty; Slowdown In Industry's Output To End Soon

Economic Highlights is prepared by Dr. Harold C. Passer, Assistant Secretary for Economic Affairs, and is based on the latest economic indicators (see charts on adjoining page).

A major cloud on the economic horizon has been removed by the last-minute agreement between management and labor in the steel industry. And almost simultaneously, the outlook was further brightened by the settlement of the major railroad disputes.

A long strike in either of these major industries would have had a serious impact on the economy and could possibly have aborted the recovery that has been under way since December. This possibility was of particular concern in view of the disruptive impact of the auto strike last fall, which prolonged the economic slowdown. Although other labor contract deadlines are pending, the most troublesome uncertainties have now been erased from the economic picture.

The railroads have resumed normal operations, but steel production will be reduced for another month or so as steel customers work off the excess inventories built up in anticipation of a strike. The slowdown in steel production should not be a major setback to the economy, however. Despite rising sales, business inventories other than steel and automobiles have increased little in recent months. Thus, businessmen appear to have their stocks under tight control, as indicated by declining inventory-sales ratios. As a result, many firms are likely to be adding substantial amounts to their stocks in the months ahead.

There are, however, some negative aspects of the steel situation. The wage increases and the subsequent price increases reduce the competitive position of this key industry both at home and abroad. American producers face a continuing challenge from foreign competitors who have much lower labor costs and who have become more efficient and more diversified over the years.

Steel import tonnages were 11 percent higher in the first half of 1971 than in the corresponding months of 1968 (which was also a strike-hedge period). This understates the seriousness of the import problem, however, because foreign producers have captured more of the market for higher-priced specialty steels. Thus, the value of imported steel has risen far more rapidly than import tonnage.

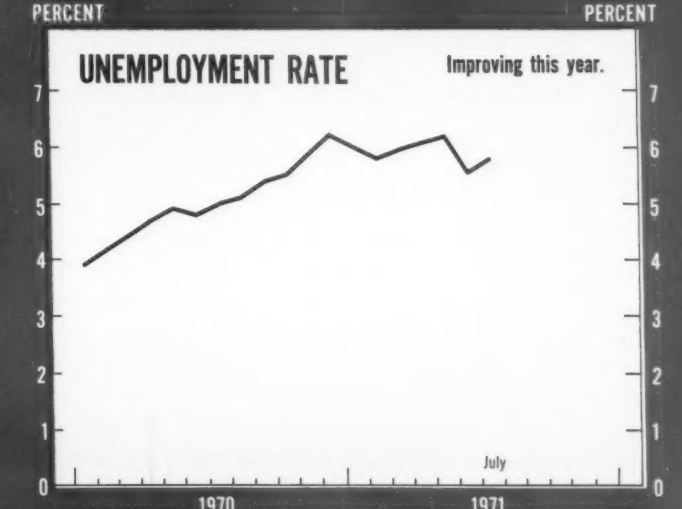
In addition, the latest steel price increases further dampen the outlook for sales of American steel abroad. Exports of steel mill products had been strong in 1969 and 1970, but declined in the first half of 1971, as foreign producers were better able to meet their own steel requirements.

The boost in steel prices also raises costs for U.S. companies that use the metal in a wide variety of products. This makes it tougher for them to compete with goods made of other materials here in the U.S. and also with foreign goods containing steel.

Other Economic Data

Employment increased in July and is now back to the high recorded in March 1970. The 5.8 percent unemployment figure for July provides convincing evidence that the rate has trended downward since the peak about six months ago.

Latest Indicators



All data seasonally adjusted except steel production and steel inventories.

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August 23, 1971
Vol. I, No. 23

Nixon Steers Country On New, Bold Policy

Economic Actions To Create Jobs, Improve Productivity, Stimulate Spending, Strengthen Markets For U.S. Goods At Home, Abroad

President Nixon has taken the first step in setting the course of the United States on the "most comprehensive new economic policy to be undertaken by this Nation in four decades."

The aim of the new policy is to create peacetime prosperity without inflation.

"Prosperity without war," said Mr. Nixon, "requires action on three fronts: we must create more and better jobs; we must stop the rise in the cost of living; we must protect the dollar from the attacks of international money speculators."

To do this, the President proposed eight new programs:

- **A 90-day freeze of all prices, wages, and rents, followed by a transition period to restore free markets without inflation.**
- **A new Council, the Cost of Living Council, established to work out the transitional program.**
- **A suspension of the international convertability of the U.S. dollar into gold.**
- **A temporary surcharge of about 10 percent on about half of U.S. imports.**
- **A request to Congress for a job development investment-tax credit for business of 10 percent for one year, and a 5 percent credit after that.**
- **A request to Congress to repeal the 7 percent excise tax on automobiles, effective August 15, 1971.**
- **A recommendation that Congress reduce personal income taxes by advancing to Jan. 1, 1972, the $50 increase in exemptions previously scheduled for Jan. 1, 1973.**
- **A cut in Federal spending of $4.7 billion this fiscal year, including a 5 percent cut in**

Federal employment and a 6-month delay in the Federal pay increases now scheduled for Jan. 1, 1972.

Five of the new programs are already in effect. The last three require action by Congress which will reconvene next month.

Secretary of the Treasury, John M. Connally, who will chair the newly established Cost of Living Council, said that the President was acting in a very wide range of areas, recognizing that "we are confronted with a number of problems, an unacceptable level of unemployment, an unacceptable rate of inflation, and the need for a continuing and expanding economy, a deteriorating balance of trade, a very unsatisfactory balance of payments situation, plus a continuing uncertainty and instability in the international monetary markets."

Secretary Stans, who has been appointed to serve as a member of the Cost of Living Council, noted that the sweeping economic actions of the President are significant measures that will speed up the economic recovery of the Nation. (See "From The Secretary," inside front cover.)

Challenge to Americans

The President in laying the foundations for the changed economic policy appealed to the American public for help. "Government, with all its powers," Mr. Nixon pointed out, "does not hold the key to the success of a people. That key, my fellow Americans, is in your hands."

The President also urged every American to "contribute all we can to the great and good country that contributes so much of the progress of mankind."

Following is the explanation of the main points of the integrated economic program, as released by the White House:

Wage-price freeze

President Nixon has instituted a 90-day freeze on wages and prices in the United States.

The President, acting under the authority provided by the Economic Stabilization Act of 1970, has established a ceiling on all prices, rents, wages, and salaries at a level not exceeding that which prevailed during the month ending August 14, 1971. The freeze on prices covers all commodities and services, with the exception of raw agricultural products. Increases in prices, rents, or wages scheduled under existing contracts will need to be deferred.

The President said the Office of Emergency Preparedness would have responsibility for the general administration of the wage-price freeze. The Cost of Living Council will recommend to the President additional policies, mechanisms and procedures to maintain a stable level of prices and costs and minimize unemployment when the freeze expires.

The Council will consult with representatives of labor, industry, commerce, agriculture, and the public to promote voluntary action to control inflation and to solicit their views concerning the appropriate policies, mechanisms and procedures to control inflation and minimize unemployment at the expiration of the freeze.

The monitoring of the freeze and other efforts to insure compliance will be carried out by the Office of Emergency Preparedness, which has an existing field capability and has a continuing responsibility for the planning and implementation of economic stabilization programs.

Violations of the freeze will be handled by the Attorney General and may be enjoined by the courts or subject to a fine of up to $5,000. Under the terms of the Executive

Effects of Program on FY 1972 Budget

	$ Billions
Revenue Reduction	
Accelerated Investment Tax Credit	$3.0
Accelerated Increase of Personal Exemptions	$1.0
Eliminations of Auto Excises	$2.3
Revenue Increase	$6.3
Import Surcharge	$2.1
Net Revenue Reduction	$4.2
Expenditure Reductions	
Freeze of Federal Pay Increase	$1.3
Deferral of General Revenue Sharing	$1.1
Reduction of Federal Employment	$ .5
Deferrals of Some Special Revenue Sharing	$ .7
Deferral of Welfare Reform and Others	$1.1
Total	$4.7
Excess of Expenditure Reductions over Revenue Reductions	$ .5

Order, the wage-price freeze expires November 12, 1971.

TAX PROVISIONS

The immediate and long-range problems of the American economy require important tax changes as part of a balanced program of stimulation and stability. The tax changes are designed to:

► Create additional jobs.

► Improve the productivity of U.S. workers.

► Stimulate consumer spending.

► Strengthen American industry so that it can compete more effectively in domestic and foreign markets.

To accomplish these objectives, Congress is requested to enact the following major changes in tax laws immediately upon its return from the current recess:

Acceleration of tax cuts.

Tax cuts presently scheduled for January 1, 1973, would be advanced to January 1, 1972, to supplement the cuts already scheduled to take effect at that time. Under present law, as of January 1, 1973, the personal exemption will increase to $750 per person and the standard deduction will increase to 15 percent with a maximum of $2,000.

These latter increases would be accelerated to January 1, 1972, so that effective that date the personal exemption will become $750 per person and the standard deduction will become 15 percent with a maximum of $2,000. The combined effect of the increases already scheduled and these accelerations will be total tax reductions of roughly $4.8 billion per year for individuals effective January 1, 1972, of which roughly $2.3 billion is attributable to the acceleration. This $4.8 billion of additional purchasing power in the hands of the American public will be reflected in the form of increased take-home pay beginning January 1, 1972, because of reduced withholding tax. This additional purchasing power will provide a powerful stimulation to business activity. Employers may be expected to begin hiring additional workers at the present time in anticipation of the additional demand for consumer goods which will be generated by this change.

Repeal of automobile excise tax.

The present 7 percent excise tax on automobile sales would be repealed with respect to all sales to consumers after August 15, 1971. It is anticipated that all of this tax reduction will be reflected in lower automobile prices. This will mean an average reduction in new automobile prices of $200 per car, with secondary impacts reducing the cost of used cars. Until the repeal is enacted by Congress, the present tax must be collected. The repeal would provide, however, for prompt refund of tax (under procedures similar to those used in 1965 when the tax was reduced) upon evidence that the refund will be given to automobile purchasers who have purchased cars on or after August 16, 1971.

Again, this will benefit a broad segment of American consumers—the entire automobile buying public. It should result in an immediate increase in demand for automobiles, serving as a powerful stimulus to business activity and thereby creating new jobs in the entire broad range of American industry supporting automobile production.

Job development tax credit.

A tax credit would be provided equal to 10 percent of the cost of new machinery and equipment produced in the United States and placed in service on or after August 16, 1971. This credit will drop to 5 percent for new machinery and equipment placed in service after August 15, 1972, with appropriate transition rules as hereinafter described. No credit will be allowed with respect to machinery and equipment predominantly produced abroad so long as the import surcharge recommended for adoption at this time remains in effect. At the time such import surcharge is terminated, a credit at the rate of 5 percent will be allowed with respect to such foreign-produced machinery and equipment. The credit will be in most other respects similar to the investment credit which was repealed effective April 18, 1969.

The credit for public utility property would be allowed at one-half the rates applicable to other property. No credit will be available for used machinery or equipment. The credit will not be allowable for machinery or equipment with a life of 4 years or less; will be only one-third of the amount otherwise allowable for machinery or equipment with a life of 4 to 6 years; and will be only two thirds of the amount otherwise allowable for machinery and equipment with a life of 6 to 8 years. The credit will be limited to the taxpayer's tax liability up to

$25,000 plus 50 percent of the tax liability in excess of $25,000. As under the investment credit, no basis adjustment will be required.

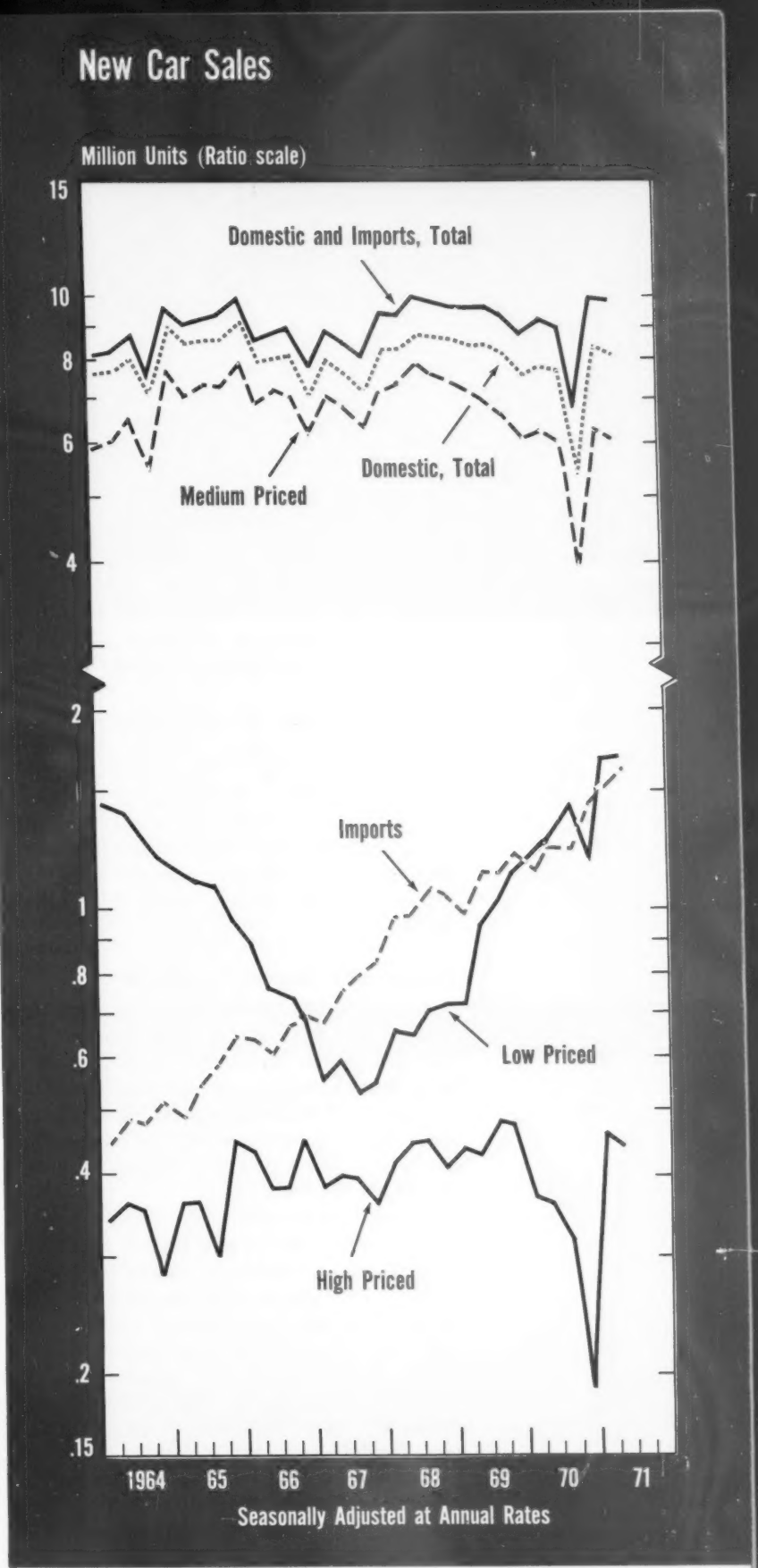
This job development credit should result in increased demand for capital equipment with the stimulus being greater during the next 12 months because of the larger credit for machinery and equipment placed in service during that period. There will be manifold effects. The machine tool and other capital goods producers should experience the earliest impact, creating new jobs in these and supporting industries. On a long-term basis, the replacement of productive facilities with new, modern equipment will increase the productivity of workers, making domestic industries more competitive in domestic and foreign markets. This will provide additional jobs, provide a sound basis for future wage increases where productivity has increased, and decrease inflationary pressures on prices.

The limitation on the credit for machinery and equipment which is predominantly produced abroad will create a preference in favor of United States produced machinery and equipment. This will give capital goods producers an opportunity to strengthen their ability to meet the increasing level of foreign competition.

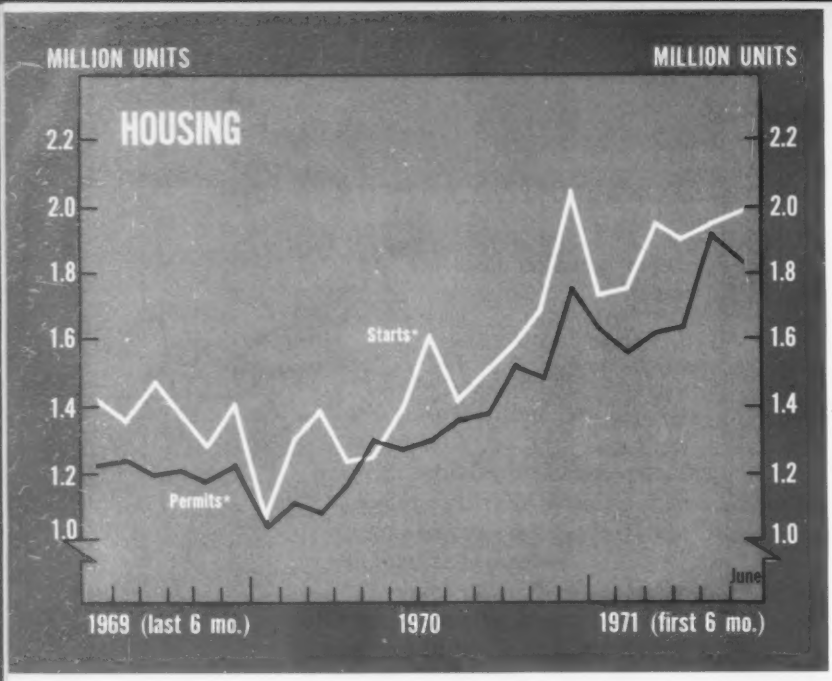
DISC export incentive.

The Administration also plans to submit to the Congress promptly legislation providing for a Domestic International Sales Corporation (DISC). This will afford exporters tax treatment more comparable to that provided many of their competitors abroad in the expectation it will contribute to a more vigorous export effort.

The DISC proposal, providing tax deferral for earnings from export sales, was again proposed for adoption January 1, 1972. This is essentially the same measure recommended to Congress in 1970 and which was favorably reported by the House Ways and Means Committee and adopted by the House of Representatives. The Administration asked that the provisions take full effect on January 1, 1972. One additional feature was added to permit use of the DISC export earnings to finance industrial economic adjustments, including worker retraining, relocation, and adjustment assistance, without loss of the deferral benefit. This will facilitate in some measure assistance to in-



TODAY'S SALES—*Tomorrow will be better for U.S.*



dustries and workers adversely affected by increased competition from imports and other causes.

The DISC measure will provide a substantial stimulus to United States producers to increase their export sales, with resulting favorable effects on our balance of payments. This will create additional jobs by strengthening the position of U.S. companies in world markets. It is estimated that the DISC will increase export sales roughly $1.5 billion per year.

Temporary import surcharge

The rate of increase in imports will be stemmed through a broad temporary surcharge designed to achieve relatively quick benefits to the balance of trade. Effective immediately, all *dutiable* imports not subject to quantitative limitations imposed under statute by the U.S. will be subject generally to a surcharge of 10 percent.

Imports not subject to duty, and therefore excluded from the surcharge, are ordinarily products not available in the United States. Notably this exclusion would generally exempt coffee, fish, raw materials such as ores, and other items. To a large extent, this involves exports from the lesser developed countries of the world. The nature of these excluded products and our propensity to import them is such that the added cost of an import surcharge would be unlikely to significantly influence the rate at which products of this type are imported and only serve to raise the domestic price level.

Most of the products covered by mandatory quotas are also subject to tariffs. However, since imports of these products are already limited, the surcharge will not cover these items. The most important items in this category are crude oil, petroleum products, meat, sugar, dairy products, and cotton textiles.

Imports bearing the surcharge, that is, dutiable items not also subject to mandatory quantitative restrictions, represent about 50 percent of the value of total imports. With total imports running at a rate of more than $45 billion per year, annual revenues are estimated at $2.1 billion.

The General Agreement on Tariffs and Trade allows members to protect their trade positions when faced with severe balance of payments difficulties. The U.S. is prepared to confer on this temporary measure with other members of the GATT at their convenience.

The surcharge will be applied under the authority of the Trade Expansion Act of 1962.

At the direction of the President, Secretary Connally has taken a series of actions to restrict the convertibility of the dollar by foreign monetary authorities into gold or other reserve assets. These technical actions do not in any way limit the convertibility of dollars into other currencies, but the exchange rate for such conversions will be influenced by market forces and the policies of other countries.

International monetary arrangements

Specifically, Secretary Connally:

- Notified the International Monetary Fund that the United States no longer freely buys and sells gold for the settlement of international transactions.
- Strictly limited further use of U.S. international reserve assets (gold, SDR's, drawings on the IMF, or foreign exchange holdings) to settlement of outstanding obligations and, in cooperation with the IMF, to other situations that may arise in which such use can contribute to international monetary stability and the interests of the U.S.
- Requested the Federal Reserve to suspend the virtually automatic use of its swap network for the purpose of converting dollars into other currencies; the future operation of these and other mutual credit facilities with foreign countries will be determined in the light of emerging developments.

These actions have been taken in view of widespread speculative activity in exchange markets, substantial conversions of dollars by other countries into gold and other re-

In addressing the Nation on the new economic policy, President Nixon told Americans that because of the progress that has been made towards ending the war, that now "is an appropriate time for us to turn our attention to the challenges of peace."

serve assets, and consequent strains on the U.S. reserve position. Underlying these circumstances has been a long period of erosion in the basic balance of payments and trade position of the United States.

A healthy, non-inflationary domestic economy is essential to the external strength of the United States and to stability in the international monetary system. The President's total program is designed to achieve that result.

However, the present combination of circumstances also points up the need for some fundamental improvements in international monetary arrangements, and it is the view of the United States that the time has come to accomplish such improvements. The objective is to promptly restore strength, stability, and confidence to the position of the U.S. balance of payments and to the functioning of the international monetary system.

Gold price not altered

The official U.S. dollar price of gold is not altered, and the President has directed that that price be maintained. Moreover, the functioning of the two-tier gold system decided upon in March, 1968, should not be affected by this action, nor is it intended to be.

U.S. officials will promptly be meeting with their colleagues from other countries to explain the background and details of the President's program. They will develop U.S. proposals for both dealing constructively with the immediate repercussions of Mr. Nixon's decision and employing in an imaginative and cooperative manner the opportunity opened by the President's actions for speeding the evolution in the international monetary system in directions that serve the common needs of trading nations.

While some immediate exchange market disturbance may ensue, the United States will be actively consulting with other countries and international organizations to deal with these immediate market uncertainties and to promote stability in the markets. In particular, the United States will be prepared to collaborate with countries with which swap or similar facilities exist that may find their exchange rates under downward pressure.

No new decision has been made with respect to the several restraints on capital outflows abroad maintained by the U.S. (i.e. the Foreign Direct Investment Program). The restraints remain in effect—their future disposition under review.

The program with respect to the convertibility of the dollar recognizes that the international stability of the dollar must rest on the strength of the Nation's domestic economy.

Stability

The President's economic actions will stabilize the domestic price level and, therefore, the value of the dollar for U.S. citizens. In some cases, changes in exchange rates may increase prices of *imported* goods. At the same time, job security and opportunities for employment will be improved.

As measures now under way or under consideration are fully implemented and take hold, the internal and external stability of the dollar will be reinforced in a context of expanding employment and production.

Quake Studies Seek Vital Data For Future

Scientists Hope To Prevent Widespread Loss Of Life, Property Through New Building Codes

DETERMINING THE MAGNITUDE—*Geophysicist Carl von Hake examines a seismogram at the National Earthquake Information Center. Simultaneous recordings from three stations in the Washington, D.C., area are used in determining epicenter distance and direction and earthquake magnitude.*

Since 1663, U.S. earthquakes have changed the course of the Mississippi River, formed lakes, swallowed forests, destroyed buildings and roads and claimed countless lives.

California leads with 130 earthquakes recorded during 1970; Alaska follows with 68; Montana is third with 19; and tied for fourth are Washington and Nevada with four each.

The 238 earthquakes recorded in the U.S. last year occurred in 14 states. No lives were lost; property damage was minimal. The year 1970 was the fifth successive one in the U.S. with no earthquake related fatalities.

But last February 9, an early morning earthquake with the magnitude of 6.6 on the Richter scale shook the San Fernando, Calif., area. When it was over, 64 persons lay dead and restoration costs are now estimated at $1 billion.

In an effort to evaluate the damage and investigate the earthquake's origin, a team of building-structure experts from Commerce's National Bureau of Standards was dispatched to the scene as part of a group coordinated by the Office of Emergency Preparedness, Executive Office of the President.

Teams from Commerce's National Oceanic

and Atmospheric Administration and the Department of Interior's U.S. Geological Survey (USGS) were also on the scene. Officials of the two departments said "such prompt response was vital because even temporary repairs would have obliterated much of the field evidence that earth scientists use to determine the nature and behavior of the earthquakes."

Dr. Robert M. White, NOAA Administrator, and Dr. William T. Pecora, USGS Director, pointed out that "although a natural disaster, the San Fernando earthquake provides lessons for the future." They added that information obtained will guide reconstruction as well as provide basic data for further detailed scientific and engineering studies.

Earthquake-prone areas are considered those where active geological faults exist in the earth. When these shift, earthquakes result. There is currently no system for protection of life and property, and no techniques for moderating or predicting them.

Officials of NOAA and USGS, referring to investigations under way on the San Fernando earthquake stated: "From such studies we will be able to fill in some of the gaps in our knowledge about earthquake mechanics, and response of structures to ground movement. The studies will also help to define other currently unrecognizable active fault zones. It is hoped also that the data will provide clues to a prediction technique, perhaps within a decade."

Transportation blocked

The San Fernando earthquake, which originated about nine miles below the surface of the earth in the San Gabriel Mountains ten miles north of the city, was generated by the thrusting movements of a large block of ground southward, along a west-trending fault which parallels a segment of the San Andreas fault.

When the shockwaves broke to the surface at San Fernando, it caused damage to buildings ranging from minor cracking to total collapse. Transportation routes were blocked, bridge and freeway overpasses collapsed, and utilities were extensively damaged.

To prevent widespread destruction and loss of life, scientists are studying this and past earthquakes. In addition to the most recent disaster, scientists are scrutinizing a 1969 earthquake in Santa Rosa, Calif., which took no lives but caused an estimated $7.2 million in damage and rendered more than 50 buildings useless. Data from a 1968 earthquake in the Los Angeles-Pasadena area also provides an opportunity to investigate effects of earthquakes on modern multi-storied structures.

The Santa Rosa earthquake was composed of two shocks of 5.6 and 5.7 on the Richter scale which occurred within hours of each other. Based mainly on studies of these events, Karl V. Steinbrugge, seismology collaborator to NOAA's National Ocean Survey and a San Francisco structural engineer, warns that some high-rise buildings in metropolitan San Francisco, Los Angeles

THE EARTH SHIFTS—*When active geological faults in the earth shift suddenly, earthquakes result destroying billions in property not to mention countless lives. Scientists are currently working to better protect life and property as well as to moderate or predict earthquakes.*

NATURE'S POWER—*Landslides result in some areas following an earthquake, roads are broken and large portions of cities in various earthquake-prone sectors of the globe have been known to be destroyed.*

and other western cities may collapse in a "great earthquake." (The San Francisco earthquake of 1906 registered 8.3 on the Richter scale.)

Steinbrugge feels the likelihood of building collapse is increasing because certain code requirements for designing earthquake-resistant high-rise structures have not kept pace with changing construction practices. As a result, he said, it is possible to design an extremely hazardous structure which meets legal requirements.

Earthquake-prone areas such as California are particularly interested in erecting buildings that withstand earthquakes. Usually, building codes are set up by various community or state governments to provide for minimum safety standards.

To prevent a major disaster, Steinbrugge urges local governments to correct inadequate building codes and to eliminate hazards that exist even in buildings conforming to current regulations.

High rise problem

Another factor stressed by Steinbrugge concerning high-rises is the possibility that the stairs in these tall structures could be "shattered." Elevators do not normally function in earthquakes, therefore, occupants are faced with the possibility of being marooned in a high-rise structure with all the consequent dangers resulting from such disasters, including fire.

The 1968 earthquake in the Los Angeles-Pasadena area provided the first opportunity for scientists to study the effects of a large earthquake on a cluster of multi-storied buildings.

Ranging from six to 42 stories, the structures exhibited a significant alteration of their normal vibration patterns because of the ground disturbances. The analysis was conducted by the Seismological Field Survey of the National Ocean Survey, a NOAA agency in San Francisco headed by William K. Cloud.

Accelerographs, instruments which measure both the periods of vibration during which the building swayed and changes in the speed of their motion, have been required in certain structures since 1965. According to the Uniform Building Code, they should be located on the ground, middle and top floors of structures in "Seismic Zone 3."

Every building over six stories tall with an aggregate floor space of 60,000 square feet or more, and every building over ten stories high is to have at least three approved recording accelerographs. Seismic Zone 3 is defined by the code as an area "where major destructive earthquakes may occur."

After analyzing the accelerograph records from the 22 Los Angeles area buildings, Cloud concluded that the earthquake caused increasing periods of vibration in all buildings of the group. Some periods were 35 percent longer than those caused by light winds. (All buildings have some regular motion due to street vibrations, wind, etc.)

From the standpoint of instrumental data

and real testing of earthquake construction, scientists report that the San Fernando disaster is the most important earthquake in history. More than 370 strong motion seismographs were set in motion in an 80,000 square mile area.

More than 700 buildings, including 60 apartment structures were declared unsafe, and an additional 8,000 were damaged to a lesser degree.

Reconsideration of building code provisions and their enforcement is indicated by studies of the earthquake, particularly for two-story construction practices and for stone chimneys. New methods are also needed to protect electrical, mechanical and communications equipment.

Based on the preliminary findings of the NOAA-USGS team, it is reported that "as a result of the earthquake, there are indications that some design criteria and methods should be reassessed for bridges, overpasses, buildings and earthdams. Particular attention should be focused on the poor behavior of many one-story industrial and commercial structures.

"The earthquake reemphasized the hazards of non-earthquake-resistant construction. Collapse of non-earthquake-resistant skeleton concrete frame buildings with unreinforced hollow tile walls at the Veterans Hospital in Sylmar resulted in the greatest single loss of life." Forty-six died there.

Global network hub

NOAA seismologists report that earthquakes as severe or stronger than the one which rocked San Fernando could occur in 16 of the continental states. These seismologists are affiliated with the National Earthquake Information Center (NEIC) in Rockville, Md., operated by NOAA's National Ocean Survey.

The center is the hub of a worldwide network of seismology stations which continually send earthquake data from seismographs all over the world. (These instruments register earthquake motions and shocks.)

NEIC scientists say the San Fernando earthquake points out the inevitable result of a population build-up in earthquake-prone areas: greater danger of fatalities.

In addition to the continual studies of data received by NEIC, Commerce's NBS building-structure division is contemplating a program for reducing structural damage to buildings.

PINPOINTING THE SHOCK—*Measuring travel-times of earthquake phase arrivals on a globe at the National Earthquake Information Center, Rockville, Md., is geophysicist W. J. Person. The Center is the hub of a worldwide network of seismology stations which continually send earthquake data from seismographs all over the world.*

In comparison with other nations, the U.S. has been fortunate. In 1970, earthquakes caused 50-70,000 deaths in eight nations. On May 31, 1970, between 50-70,000 persons were killed in an earthquake in Peru. Also for last year, Turkey reported 1,087 earthquake-related casualties; Iran, 191; the Peru-Ecuador border area, 72; and India, 26.

Last May 12, at least 58 persons were killed and hundreds injured when a large earthquake struck Burdur, Turkey, in the southwest region of that country. The earthquake destroyed a town of 30,000 and several nearby villages. This disaster was the sixth in a series of earthquakes which have devastated parts of Turkey each year for the past six years. So far, almost 4,000 persons have been killed in these annual events.

For more than 300 years, earthquakes in the U.S. have been recorded. In 1663, due to a sparse population, they mostly devastated the land. But today, when dense metropolitan areas cluster over active geological faults, they can cause billions in damage and take hundreds of lives.

To better protect himself and his possessions, man is studying past earthquakes, reevaluating building and construction codes, and continually evaluating worldwide seismology readings. Perhaps in a decade, man's twin goals will be achieved: systematic methods of warning and prediction.

Prospects For Stronger Trade Ties With Austrians Seen By U.S. Delegation

Visitors Find Prosperity Rising; Discussions Also Focus On Investment And Tourism Expansion

Current business opportunities in six nations across the Atlantic were the focus of talks with leaders in those countries by a team of Commerce Department trade officials led by Secretary Stans. This report covers the observations made at meetings in Austria in the spring. Reports on Ireland, Spain, Greece, Iran, and Romania were published in the May 31, June 14, June 28, July 29, and Aug. 9 issues. Commerce Department trade officials who accompanied Secretary Stans on the visit were Robert McLellan, at that time Assistant Secretary for Domestic and International Business; Lawrence A. Fox, Deputy Assistant Secretary for International Economic Policy, and Special Assistant Tom McSpadden.

In Austria for an official visit with government officials, Secretary Stans expressed personal greetings from President Nixon to the people of Austria, and the President's hope for the future expansion of economic ties which bind the two countries in a productive partnership.

During the Secretary's three-day stay in Vienna, he conferred with Chancellor Bruno Kreisky, Minister of Foreign Affairs Rudolf Kirchschlaeger, Minister of Trade Josef Staribacher, and the Minister of Finance Hannes Androsch. The Secretary also met with the President Rudolf Sallinger of the Austrian Chamber of Commerce, other top government officials and business leaders, addressed the American Chamber of Commerce, and held press interviews.

This visit, the first by a U.S. Secretary of Commerce in recent Austrian history, was widely reported in the Austrian press and radio-TV network. The press highlighted the Secretary's remarks on U.S. foreign trade policy and on the favorable investment climate he found in Austria. The visit to Austria was considered to have contributed materially to the continuing improvement of the good relations existing between the two countries.

U.S.-Austrian relations are not marred by major problems. In his discussions with Austrian leaders, the Secretary therefore focused on the strengthening of U.S.-Aus-

trian ties through the expansion of trade, investment, and tourism. He emphasized that the United States has a particular interest in Austria as the heart of the continent and the crossroads of Eastern and Western Europe; he remarked that there are possibilities of increased U.S. trade with Eastern Europe, noting that many U.S. firms that have business interests in the Eastern markets have subsidiaries in Austria.

Attractions for investors

Among the attractions for foreign investors the Austrians point to are their strong trading ties with Eastern Europe, good power and transportation facilities, and a relatively stable political and labor situation. The officials stress that adequate skilled labor is expected to become available in the years ahead as the result of a long-term Government manpower program. The 1967 Income Tax Act provides for a substantially higher depreciation rate (60 percent applicable to equipment investments made in selected localities in need of development; the rate for other areas is 45 per cent).

The number of American subsidiaries in Austria is increasing but U.S. investments are still relatively small. While some of the most important American firms—such as Magnesite Radenstein (General Refractories Co.), ITT, Mobil, IBM, Esso—have been established in Austria for a long time, over half of the American firms there have come in during the last decade. According to Department of Commerce figures, the book value of U.S. direct investments in Austria rose to a cumulative total of $116 million in 1969, as compared with $100 million in 1968. The major categories are manufacturing, mining, and trading. Employees of American-controlled industrial firms account for about 2.3 percent of the Austrian industrial labor force.

The prestigious Austrian Economic Research Institute recently reported that American contributions to the Austrian economy included technological innovations and an increase in the range of exportable products.

During the Secretary's discussions with the Austrian Chancellor and the Minister of Trade, Austrian investment incentives and opportunities for U.S. investors were reviewed. The Austrian officials indicated that they are interested in attracting U.S. companies which bring with them new technologies and management skills; capital inflow is not a primary concern. Acting on the Secretary's suggestion, the Austrian Government will prepare a priority list of investment opportunities indicating the appropriate locations. The Secretary offered the assistance of the Department of Commerce investment specialists in transmitting these opportunities to the American business community.

Information on the Austrian investment situation may be obtained directly from the Information Center for Investors, Stubenring 1, Vienna 1010, Austria.

U.S. INVESTMENT IN VIENNA—*Established in Austria in 1960, Kodak Ges.m.b.H. moved to newly built premises, with photo-processing laboratories, storage facilities, and administrative offices, in 1969.*

Tourism industry flourishes

The hospitality of the Austrians and the extraordinary beauty of the countryside attract huge numbers of foreign tourists, largely European. Tourist spending is Austria's second largest foreign exchange earner, and in 1970 amounted to about one-third the level of Austrian exports.

The Department of Commerce delegation was informed about the Ministry of Trade's long-term investment plan to restructure and expand the tourism industry. In this context,

MEETING WITH THE CHANCELLOR—*In Vienna, Commerce Secretary Maurice H. Stans (right) conferred with Austria's Chancellor, Bruno Kreisky.*

Secretary Stans offered expert assistance on travel promotion techniques, indicating that U.S. Travel Service officials would welcome visits of representatives of the Austrian tourism authorities. Turning to the question of establishing tourist facilities which would attract Americans, the Secretary suggested that, if the Austrians desire, specialists in his Department could be of assistance by contacting U.S. companies, such as hotel and motel chains, that might be interested in investing in or managing such facilities.

Austrian prosperity rising

In his speech to the American Chamber of Commerce in Austria, Secretary Stans complimented the Austrians on their remarkable economic gains, commenting on the high standard of living and the healthy industrial-agricultural complex he found in Austria.

Austria's strong economic upswing began in 1968 under the impetus of an upsurge in foreign orders. The 7 percent growth rate for 1970 was the highest of all industrial OECD member countries. Near-maximum utilization of resources had been reached last year; the rate of increase of exports is diminishing, reflecting less buoyant demand in Austria's principal export markets. A more moderate, but nonetheless healthy, GNP real growth of about 4-5 percent is the outlook for 1971. Import activity is continuing at a brisk pace. Burgeoning consumer demand and a high level of expenditures on construction have become more important impulses to economic activity for the near future.

Expansion and modernization of Austrian industry remains a leading economic objective for long-term economic growth. To this end, the government intends to provide greater incentives for private investors. These incentives will be within the framework of a big ten-year Federal investment program, to be initiated before the end of this year.

A notable Austrian achievement had been to maintain price and wage stability for a long period in the face of accelerating economic growth. Prices began to rise at a higher rate after the 1969 German revaluation—Germany is Austria's principal foreign supplier—accompanied by sharper increases in wages. Among the Austrian stabilization measures taken to dampen inflation were reductions of the import duties applicable to a large number of products, mainly consumer goods. The rate of inflation is not expected to exceed about 5½ percent this year, which is below the average rate for OECD industrialized countries. The par value of the currency, which had not been changed since 1953, was increased by 5 percent in May 1971. The revaluation was related to foreign exchange actions taken by a number of Austria's leading trading partners; it is likely to benefit the competitive position of U.S. exporters.

Foreign trade role

The Austrian export boom began after 1967 and was marked by a substantial change in the composition of exports from basic materials to high-quality manufactured goods. In 1970, exports increased by over 18 percent to $2.8 billion while imports surged to $3.5 billion—up by 26 percent over the previous year. During the first quarter of 1971, foreign trade grew at a slower pace; imports were up 20 percent and exports expanded 10 percent over the comparable period in 1970. Austria has a chronic trade deficit. However, since 1970 the country's current balance of payments position has improved substantially because of greatly increased earnings from tourism and other services.

There has been no major change in

Austria's pattern of trade in recent years. Austria's major trading partners are the EEC countries, particularly the Federal Republic of Germany. The continuing, unfavorable balance in Austrian-EEC trade has been the main reason for the Austrian Government's desire to obtain a limited trade arrangement with the EEC; because of Austria's neutrality status, it cannot become a full member.

Trade with Eastern Europe

Austrian trade with the Eastern European communist countries is on the rise, and these countries constitute Austria's third most important trading bloc (after the EEC and EFTA). Because of historical ties and close business connections, Vienna has much to offer as an intermediary in East-West trade. Many American firms in Austria have business interests that extend to various countries in Eastern Europe.

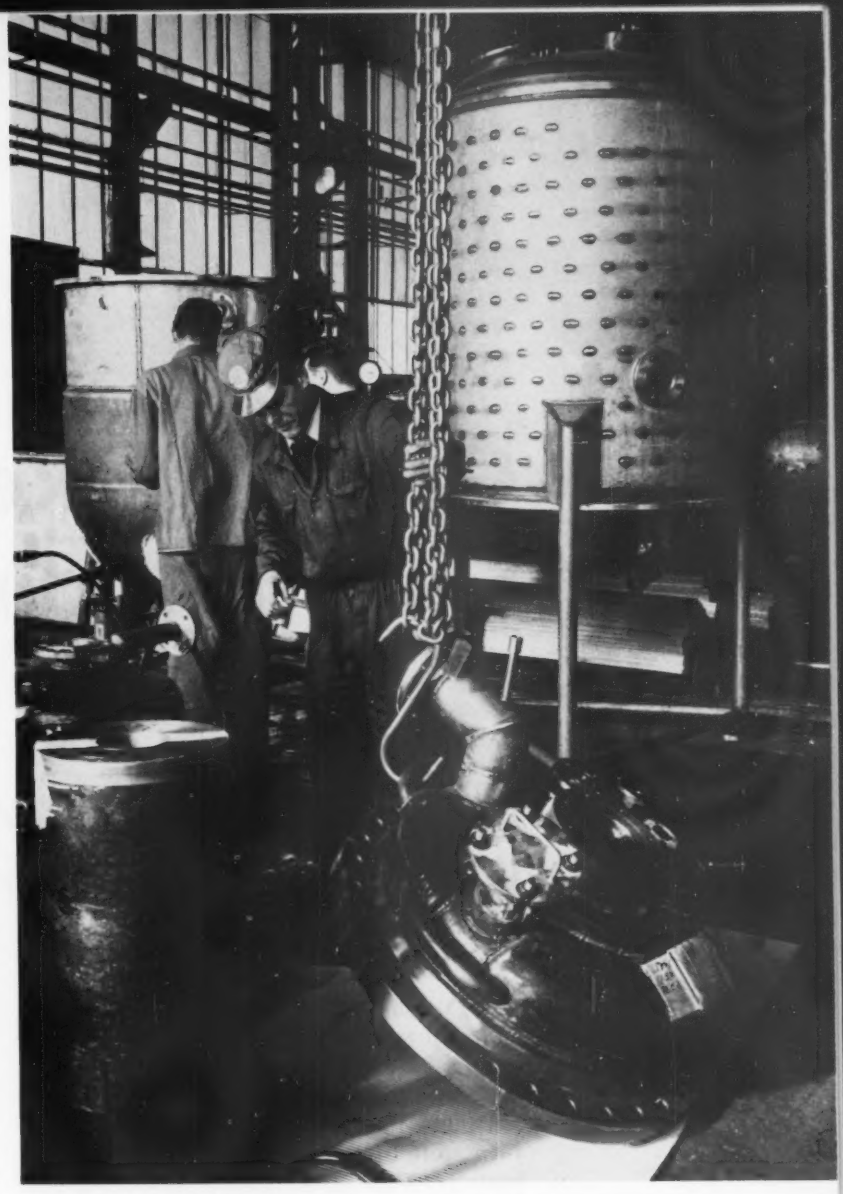
In a speech to leading businessmen, the Secretary emphasized that President Nixon had said, in his State of the World Message, "Countries in Eastern Europe that desire better relations with us will find us responsive". In the light of the economic development in Eastern Europe, there will be growing opportunities for United States businessmen in Austria's Eastern neighboring countries.

U.S.-Austrian trade relations

The strengthening of U.S.-Austrian trade relations was among the topics which Secretary Stans explored fully with Austrian leaders and which he stressed in the speech given on the occasion of the luncheon meeting hosted in his honor by the Chamber of Commerce in Austria.

Austrian imports from the U.S. increased substantially in 1970 by nearly 44 percent over the previous year to a total of over $121 million; the U.S. share of the Austrian market rose to 3.4 percent. For 1971, gains in U.S. exports to Austria are again expected to be high, largely because a large order of U.S. aircraft is scheduled to be delivered to Austrian Airlines this year. The principal items which the United States has recently been supplying to Austria include machinery, chemicals, metal ores, office machines, feeds, tobacco, fruit, instruments. Austrian exports to the United States include a wide range of products in the industrial and consumer categories.

The May 1971 revaluation of the Austrian currency and the sharp upturn in export prices of products of some of Austria's major foreign suppliers benefited the relative competitive position of U.S. firms. Sales prospects of advanced U.S. industrial goods and certain consumer products are favorable, if U.S. firms intensify their trade promotion initiatives, particularly in view of the improved competitive position of U.S. suppliers on the Austrian market. The Department of Commerce will promote the sales of U.S. equipment to the Austrian and Eastern European markets by participating in the 1971 Vienna Fall Fair.



AUSTRIAN INDUSTRY—*Steel workers, above, are employees of Schoeller-Bleckmann Stahlwerke A.G., steel works with plants in Ternitz, Hoenigsberg-Muerzzuschlag, and Vienna-Brigittenau.*

Growing Retail Market Seen In Joint Survey Of Nation's Minorities

Unprecedented Gains Made By Negroes Will Continue During The Next Decade

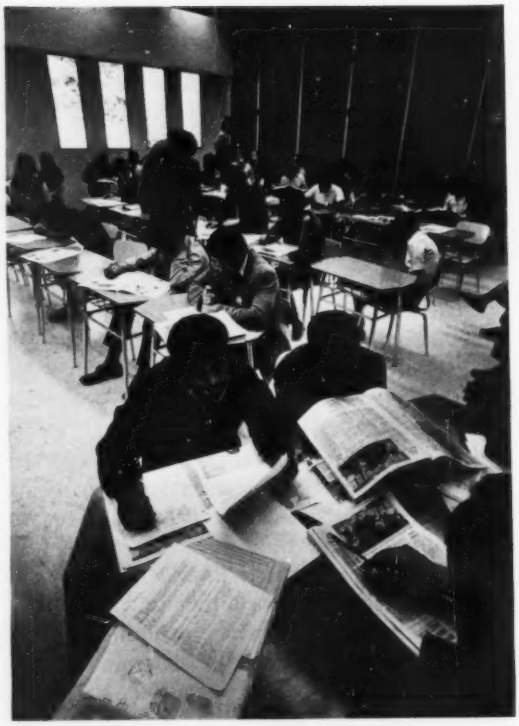
Economically and socially, Negroes have made substantial gains in the United States in the past decade, and indications are that this progress will be continued during the 70s.

In spite of these gains, Negroes still are behind whites in many categories, but this gap is narrowing by a wide margin. A joint report by the Bureau of the Census and the Bureau of Labor Statistics shows that Negroes have made important advances in housing, education, employment and income.

In one classification, it was found that Negroes had gained parity with whites. In the North and West in 1969, the median income of young Negro families—in which the head of the family was under 35 years old—and with both husband and wife working, was not statistically different from that of similar white families.

With upgraded employment and income, Negroes provide a growing consumer market, and a small but rapidly growing number have attained managerial rank in business.

Some statistics in the special report provide precise figures on characteristics of Negroes, while some are compiled under the



CONCENTRATION—*Between 1965 and 1970, the number of all young blacks (aged 18 to 24) who enrolled in college nearly doubled.*

heading "Negroes and other races" since blacks make up 90 percent of all minority races.

About 11 percent of the nation's population are Negroes and large black communities are located in three major regions. About 60 percent of blacks lived in the South in 1960, but they have continued to move to the West and North. In 1970, only 52 percent were in the South; the North contained 40 percent and the West, 8 percent.

Income picture

Negro family income is on the rise. Median family income of the Negro and other races for 1970 jumped 50 percent over 1960 figures to $6,520.

(Median income is the amount which divides the distribution of income into two equal groups—one having incomes above the median, and the other below the median.)

The ratio of the median income of Negroes and other races to that of whites was 64 percent in 1970, a significant increase over the 55 percent ratio recorded in 1960. In the preceding decade, on the other hand, there had been no significant change in income differentials.

At the beginning of 1970, 24 percent of the families of Negro and other races had incomes whose purchasing power exceeded $10,000 a year in terms of 1969 prices, about two and one-half times the 1960 level. Comparatively, 49 percent of white families had such income in 1969—an increase of 81 percent over the 1960 level.

In fact, the head of the Negro family today earns three and one-half times as much as his father did a generation ago, and the income brought in by his wife and other working members of the family is apt to be greater, since more are working today.

Ten years ago more than half of the black population and 18 percent of the white population were in the low-income group. Today this has dropped to one third of the black population and 10 percent of the white. In 1960, the number of low-income Negroes was 11.5 million compared to 28.3 million whites; in 1970, the figures were 8 million Negroes and 17.5 million for whites.

With attention centered on the problems of the cities where three fourths of all Negro families lived in 1969, it is interesting to discover that only about half of these low-income level families were residents of metropolitan areas. In the South about two thirds of the Negro families considered in the low-income group were located in the nonmetropolitan areas. In contrast, about four out of ten Negro families in the central cities of the North and West were in the low-income classification.

FUTURE LEADERS—*Strides being made by the Negroes will give black children better chances.*

In 1969, 45 percent of the low-income Negro families and nearly 21 percent of the low-income white families were recipients of welfare payments. That same year, however, six out of every ten Negro men and five out of every ten white men who were heads of low-income families were employed.

Focus on employment

Between 1960 and 1970 total employment of Negro and other races increased 22 percent, and employment in professional, technical and clerical occupations doubled. The number of Negroes, classified as managers, officials and proprietors increased 67 percent.

Negro employment in sales, craft and managerial occupations show up as major gains. Service jobs held by blacks also showed increases—but at a smaller ratio. The number employed in private household, labor and farm work, however, declined, even though at the end of the decade nearly two fifths of the men of Negro and other races remained in the latter occupations—a much greater proportion than whites in the jobs.

A Census Bureau sketch of the average American Negro family today pictures the Negro husband working full-time all year. He is most likely to be privately employed as a craftsman, operative, laborer, or service worker. Thirty years ago, this same man would likely have been a farmer or laborer.

Reports from the nine industries in which worker earnings are relatively the highest, made to the Equal Employment Opportunity Commission, indicated that the proportion of

TODAY AND TOMORROW—*Young Negro women in their 20s plan to have fewer children today.*

Negroes in the highest-paid jobs (professional, technical and managerial) was far below their proportion in the total labor force.

Even in industries where Negroes are a large part of the work force, they tended to hold only a small share of the highest-paid jobs in large companies. The Negro share of craft jobs was also fairly small. But in other middle-pay level occupations, their share of jobs was generally higher.

The unemployment rate for Negro and other races dropped from 12.4 percent in 1961 to a low of 6.5 percent in 1969. In 1970, the rate rose to 8.2 percent, which was about the 1965 level. However, the increase in unemployment between 1969 and 1970 was proportionately less for Negro and other races than for whites. As a result, in 1970 the unemployment rate for Negro and other races was less than double that for whites for the first time since the early 1950s. And, the unemployment rate for married men of Negro and other races declined; in 1970, it was half the rate shown in 1962.

Copies of the Department of Commerce/Department of Labor joint report, "Social and Economic Status of Negroes in the United States, 1970," P-23, No. 38, BLS No. 394, are available at $1.25 each from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402, or from the Department of Commerce Field Offices in major cities.

The report is based on data from the 1970 census and from the Census Bureau's monthly sample population survey of 50,000 households, augmented by information from many other Government agencies.

Education advances

Strides are being made in the black educational level. By 1970 56 percent of all young black adults (25 to 29 years old) had completed high school, compared with 38 percent ten years previously. By 1970, too, nearly 17 percent of this age among Negroes had at least one year of college.

Between 1965 and 1970, the number of blacks aged 18 to 24 enrolled in college nearly doubled, and now accounts for seven percent of total college enrollments.

In 1969, less than one percent of the Negro population 14 to 24 years old was illiterate, compared with nine percent among those 45 years old or older. School drop-outs among the black teenager, 14 to 19 years old, has decreased to one out of every seven, and, at the present time, many young Negro children are beginning some form of schooling at the age of three or four.

On the home front

In 1970, two out of every five housing units occupied by blacks were owned by the occupant. The white population owned two in every three of their living quarters. But the rate of owner occupancy for Negro household increased in the last decade, especially in the South and North Central regions. Home ownership rates for Negroes are higher outside the central cities of metropolitan areas than in central cities.

More Negro households today than ever before have complete plumbing facilities. The proportion of all Negro-occupied units with complete plumbing rose from 59 percent in 1960 to 83 percent in 1970.

Since 1961, the fertility of both white women and women of Negro and other races has declined. In the late sixties, the expected size of a completed Negro family, where the wife was 30 years old or over, was four children, compared to three for a completed white family. However, both white and Negro women now in their twenties expect to have fewer children than women now in their thirties.

—Census Bureau

DOMESTIC BUSINESS REPORT

- **Nation's leaders to explore world ahead**
- **Minority firms survey to aid future progress**
- **States to join in drive for foreign dollars**
- **Household income better today**

Nixon Inviting Nation's Leaders To Explore Business World Ahead

More than 1500 key leaders in business, labor, education and government will be receiving invitations next month from President Nixon to attend a future-oriented conference of major importance to business and society.

Business in 1990

The White House Conference on The Industrial World Ahead: A Look at Business in 1990 will be held at the Shoreham Hotel, Washington, D.C., November 8-10. It will cover an in-depth study of what the United States may be like 20 years from now and what long-range plans must be considered to incorporate the changes that are expected.

Secretary Stans, who co-chairs the conference with Secretary J. D. Hodgson of the Labor Department, said that the conference is predicated on the belief that business "should arrive in 1990 as more than a beleaguered and battered survivor of today's problems. It must be a strong sector in a strong economy in a strong nation."

He added that it must have a "responsible, respected role in shaping and serving our society."

"To outline that role," the Secretary continued, "is the purpose of the meeting in November."

The three-day meeting is being planned around four principal themes:

- The Structure of the Private Enterprise System
- The Human Side of Enterprise (Business and the Worker in 1990)
- Technology and Resources for Business
- The Social Responsibility of Business

In order to give each conference participant intensive background material on the categories to be covered, overview papers on each of the four themes have been commissioned from five of the leading research institutions in the country. These organizations — Resources for the Future, Washington, D.C.; Institute for the Future, Menlo Park, Calif.; Stanford Research Institute, Menlo Park, Calif.; Arthur D. Little, Inc., Cambridge, Mass.; and W. E. Upjohn Institute for Employment Research, Washington, D.C.—will be delivering their papers to the White House Conference staff this month. Conference attendees will have an opportunity to review these research documents in advance of the meeting dates—copies of each will be mailed to all who plan to attend.

Chart book

In addition to the overview papers, which will serve to outline broad areas of future concern, a chart book on 1990 is being prepared by The Conference Board, New York City, to give conference members a further insight on basic economic projections. Included in this book will be future population trends, the degree of rising per

TOMORROW—*The flexible arrow with the upward thrust is the Conference logo.*

capita income, and the industrial composition of the U.S. as it may look in twenty years.

The Executive Director of the Conference, Commerce official Robert W. Miller, said that the daily sessions are being organized to encompass the four main topics, which will set the over-all tone of the meeting.

An informal reception is planned for all attendees on November 7, registration day. On that day, participants will also have the opportunity to view the exhibits of the future which are being arranged by corporations, trade associations and government agencies. (The exhibits will be on display for the three days of the conference.)

Secretary Hodgson will open the Industrial World Ahead · Conference on Monday, November 8, and set the mood for the meeting, to encourage a dialogue among the leaders present, challenging them to analyze the U.S. business system and recommend the measures that need to be taken to shape the future. The program for the first day will explore the future, and briefly review the four conference themes. Two known futurists will speak.

Nixon to speak

President Nixon is on the program to speak at the Monday evening banquet.

The morning of November 9 will be devoted to simultaneous panel discussions on the four main category areas; two panels will be held on each subject. In the afternoon 20 working sessions are planned.

November 10 will be reserved for reports summarizing the panels and the work sessions, as well as a late morning program on world trade and the U.S. economy. Secretary Stans will summarize the discussion of the conferees and close the conference.

Five of the major speakers for the White House Conference will be Dr. Willis W. Harman, Director, Educational Policy Research Center, Stanford Research Institute, Menlo Park, Calif.; Dr. Walter E. Hoadley, Executive Vice President and Chief Economist, Bank of America, San Francisco, Calif.; Mr. Herman Kahn, Director, Hudson Institute, Croton-on-Hudson, N.Y.; Mr. Arjay Miller, Dean, Graduate School of Business, Stanford University, Stanford, Calif; and Dr. Simon Ramo, Vice Chairman and Chairman of the Executive Committee, TRW, Inc., Redondo Beach, Calif.

The Conference, which is the first White House conference ever held on the business system, is expected to help the Nation's businesses and governments formulate policies and plans that will help the United States continue to be a world leader in 20 years.

—Office of the Secretary

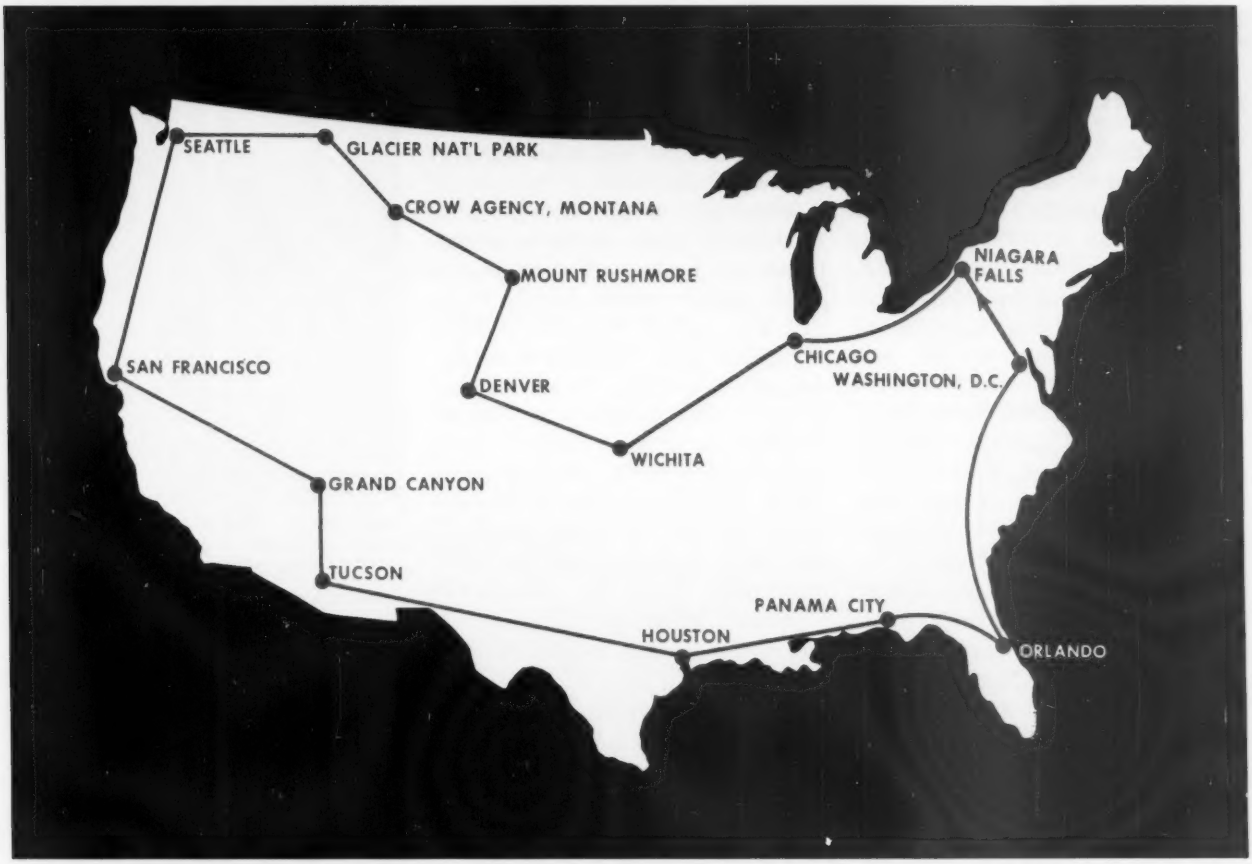
"Industrial World Ahead" conferees will consider a mixture of complex problems on business in 1990, such as:

The Structure of the Private Enterprise System—*What are the capital requirements of business? What impact will management transformation have in terms of economic growth, natural resources and technology? How will competition affect the goals of the business community and the aspirations of working men?*

The Human Side of Enterprise—*What about the development of human resources? How should the quality of life and the work environment be improved? Is there a better format for labor-management relations?*

Technology and Resources for Business—*What tools will be available to the industrial world in the next two decades? What are the problems of technology application and transfer? How can we preserve and replenish our natural resources?*

The Social Responsibility of Business—*What will be the socio-economic environment for business in the next two decades? How will the patterns of consumption change? What will be the demands placed upon business by society?*



CROSS COUNTRY TRIP—*USTS and travel industry officials will visit 14 cities in a 10-day, 6,500-mile swing around the U.S. to develop state participation in VISIT USA. The campaign will open with regional meetings in September.*

States To Seek Foreign Tourist Dollars

Citing the effects of an accelerating travel deficit on the U.S. balance of payments, Asst. Secretary of Commerce C. Langhorne Washburn launched a drive to insure greater local involvement in United States Travel Service activities.

The travel deficit, the difference between what U.S. travelers spend abroad and what foreign visitors spend here, reached an all time high of $2.5 billion last year and latest Commerce Department figures show the 1971 deficit is running some 10 percent higher.

"Foreign competition for the international tourist dollar has become increasingly sophisticated and intense," Washburn explained, "Wider participation by the states and cities in the VISIT USA program is necessary if our country is to keep pace."

The VISIT USA program is designed to increase foreign tourist traffic to this country.

Regional meetings

The Assistant Secretary for Tourism said the campaign will open with regional meetings in September of travel directors of the 50 states and top overseas and domestic staff of the United States Travel Service, and travel industry officials from all over the Nation.

Washburn and 15 USTS staff members will visit 14 locations in a 10-day 6,500 mile swing through all sections of the nation. The trip is being co-sponsored by the travel industry. It will be held in conjunction with the annual USTS Regional Directors Conference which begins Sept. 15. The group will hold planning and program sessions while airborne.

The trip will also demonstrate the diversity of the United States as a travel destination and provide this country's travel salesmen a better understanding of the product they offer Washburn said.

Included among the stops are Washington, D.C.; Niagara Falls, N.Y.; Chicago, Ill.; Wichita, Kan.; Denver, Colo.; Crow Indian Agency, (which is also the site of the Custer battlefield national monument) Montana; Glacier National Park, Montana; Tucson, Ariz.; Houston, Texas; Panama City, Fla.; and Disney World due to open in October at Orlando, Fla.

—*United States Travel Service*

Survey Of Minority Firms To Serve As Yardstick For Future Progress

When the Administration's new program for minority business enterprise was shifting from its birth into first gear in 1969, there were 322,000 minority-owned and operated businesses in America, a national minority business survey disclosed.

Comprehensive survey

The survey, conducted by the Census Bureau, is the first comprehensive tabulation of minority business activities ever assembled. It covers the year in which the Office of Minority Business Enterprise was established and is expected to serve as a yardstick for measurement of the Nation's progress in aiding minorities through the free enterprise system.

The survey shows the 322,000 firms owned by blacks, persons of Spanish ancestry, American Indians and Orientals had total receipts of $10.6 billion in 1969.

Of these, 163,000 firms were black-owned and had total receipts of $4.5 billion for the year of the survey. Another 100,000 of the business enterprises—those owned by Spanish-speaking Americans—had receipts of $3.3 billion. The remaining 59,000 firms, with receipts of $2.8 billion were owned by American Indians and persons of Oriental ancestry.

Minority-owned business firms, according to the survey of 1969, are heavily concentrated in retail trade and business services. There were 97,000 minority-owned retail trade firms with gross receipts of $5,178,000 and 100,800 minority-owned firms in selected services with gross receipts of $1,464,000. These two types of businesses accounted for 61 percent of all minority-owned firms and 62 percent of their receipts.

The 56,000 black enterprises in California, Texas, Illinois, New York and Ohio had total receipts of $15 billion in 1969.

Regionally, the greatest concentration of black business enterprises are found in the South Atlantic states where 47,000 firms had $1.1 billion receipts in 1969.

California, with 64,200 minority-owned firms having gross receipts of $2,451,000 recorded the largest number of minority-owned businesses in any states. This includes 14,700 owned by blacks, 25,600 owned by Spanish speaking Americans and 23,900 owned by other minorities.

Spanish-speaking minority entrepreneurs were located principally in California, Texas, New York, Florida and New Mexico.

The Office of Minority Business Enterprise was created by executive order March 5, 1969, and established under the Department of Commerce. It is the focal point of the Administration's efforts to assist in the establishment of new minority businesses and expansion of existing ones. It works through other agencies such as the Small Business Administration, the Office of Economic Opportunity and Commerce's Economic Development Administration.

Regional concentration of the Spanish speakers was in the West South Central area and Pacific Coast area.

In the East and Mid-West most minority owned businesses were heavily concentrated in the largest metropolitan area in a state. The New York Standard Metropolitan Statistical Area, for example, recorded 88 percent of the number of minority-owned firms in New York state and 89 percent of the minority-owned business receipts.

SALESMAN, TAILOR, OWNER—*The retail trade was among two industries dominating minority entrepreneurship.*

In the Southwest and West there was far less concentration of minority-owned business in any single Standard Metropolitan Statistical Area.

The survey showed that over 71 percent of minority-owned employer firms have fewer than five employes, but account for only 40 percent of the total receipts. While the receipts per minority-owned employer firm averaged $99,000, receipts per firm increased significantly with the number of employes engaged.

Although the number of minority-owned firms with gross receipts of $500,000 or more represented less than one percent of minority-owned business their receipts accounted for 24 percent of the total.

The most important group of black enterprises nationally, in terms of 1969 receipts, are 6,380 filling stations and automotive dealers, according to the survey. These businesses had $631 million in receipts and 11,268 food stores had $438 million in receipts.

The most important group of Spanish-speaking enterprises nationally, in terms of 1969 receipts, are 6,378 food stores with $373 million in receipts and 4,087 automotive dealers and filling stations with $315 million in receipts.

—OMBE

Ombudsman For Business

Businessmen who need assistance in their dealings with the Federal Government now have a central office in Washington, D.C., to write or call for information, suggestions, or even for registering complaints—the Commerce Department Ombudsman for Business.

All inquiries should be addressed to the Ombudsman, Thomas E. Drumm, Jr., Special Assistant to the Secretary. U.S. Department of Commerce, Washington, D.C. 20230, or call 202-967-3178.

Economic Censuses To Be Released Six Months Early

The Census Bureau is planning to issue reports of the 1972 Economic Censuses at least six months earlier than it issued similar reports following the 1967 Censuses.

To implement this plan, the mailings of the census questionnaires will be made in December 1972 and the due date for the return of the filled-out forms will be February 15, 1973. There will be follow-up letters to firms that are late, but these mailings will be made much earlier than in 1968.

To obtain a current listing of all locations, ownership, classification and approximate size of establishments in multiunit companies, a full-scale precanvass of such companies will begin in March 1972.

To develop and test procedures for obtaining this complete and accurate mailing list, the Bureau will conduct a *pilot* pre-canvass which began in June 1971. Some two percent of the Nation's larger 100,000 multiunits and a sample of the smaller ones will be covered.

This pilot canvas will enable the Census Bureau to update its listing of addresses and to send to each company the proper form for each of its locations.

—Census Bureau

Median Household Income Now Up

Medium income of households in the United States was $8,730 in 1970, an increase of 4.1 percent over the figure for 1969. However, because of the rise in consumer prices, the median income in 1970 constant dollars was about the same as in 1969.

New information

This information was compiled in the Current Population Survey conducted by Commerce's Bureau of the Census. The data are based on a sample of about 50,000 households in 449 sampling areas in the 50 States and the District of Columbia. Median income means the middle value in the income range and is not to be confused with mean income which is higher.

The survey showed that 27,227,000 households, or 42 percent of all those in the nation, had incomes above the $10,000 level in 1970—an increase of 2,253,000 households over 1969. In 1970, 12,289,000 households, or 19 percent of the total, had incomes of $15,000 and over.

At the same time, 10,174,000 households, or 15.8 percent of the total, had money incomes of less than $3,000. Other income ranges were: between $3,000 and $5,000, 7,455,000 or 11.6 percent; between $5,000 and $7,000, 7,625,000 or 11.8 percent; and between $7,000 and $10,000, 11,894,000, or 18.5 percent.

In 1970, the median income of households in which the head was a college graduate was $13,947. The median income where the household head had a lower educational level was: some college, $10,506; high school graduates, $9,708; eight years of education, $5,987; less than eight years of education, $4,290.

Households where the head was a male, representing 78 percent of the total, had a median income of $10,097. Where the head was a female the figure was $3,745.

For the 12,622,000 households in which the head was 65 or over, the most numerous age group, the median income was $3,498. For other age groups, the number of households and median income were: 55 to 64, 10,952,000, $8,906; 45 to 54, 12,509,000, $11,413; 35 to 44, 11,739,000, $11,131; 25 to 34, 11,847,000, $9,690; 14 to 24, 4,707,000, to $6,669.—*Census Bureau*

Calendar For Businessmen

Aug. 25-26—Seattle, Wash.—Practising Law Institute Seminar on Small Business. Contact Practicing Law Institute. Phone: 212-765-5700.

Aug. 30-31—Ft. Collins, Colo.—Symposium: Water, Man and Nature, at Student Center, Colorado State University, cosponsored by the Bureau of Recreation and the American Institute of Biological Science. For information call 202-244-5881.

Sept. 14—Oakland, Calif.—Fourth International Shipping and Containers Exposition. Asst. Secretary of Commerce for Maritime Affairs Andrew E. Gibson, will be the banquet speaker.

Sept. 14—Philadelphia—Second annual Delaware Valley Regional Transportation Conference (panel discussion on ports and maritime industry). Deputy Asst. Secretary R. J. Blackwell will speak.

Sept. 22—St. Paul, Minn.—Census User Conference. For information contact John S. Hoyt, 246 Coffey Hall, University of Minnesota, St. Paul, 55101. Phone: 612-373-1225.

Sept. 28-30 — Chicago — National Congress of American Indians, Industrial Development Conference at the LaSalle Hotel. For information contact NCAI, Washington, D.C. Phone: 202-223-4155.

SCIENCE & TECHNOLOGY REPORT

- Atlantic's floor may be mineral rich
- Reference data journal to be published
- Volunteer weather observers honored
- Voluntary product standards
- Patents of special interest

Atlantic's Floor May Be Mineral Rich, Recent Investigation Finds

Heavy encrustations of manganese ore containing nickel, copper, and cobalt discovered on the bottom of the Atlantic Ocean during a geophysical investigation earlier this year are believed to be thicker and more extensive than any found in recent years.

The discovery was made during recent investigations under the Trans-Atlantic Geotraverse project known as TAG begun last year and expected to continue into 1974. Two organizations of Commerce's National Oceanographic and Atmospheric Administration, the Atlantic Oceanographic and Meteorological Laboratories, Miami, Fla., and the National Ocean Survey, are directing the project as part of the U.S. contribution to the International Decade of Ocean Exploration. It is funded by the National Science Foundation.

Scientists aboard the NOAA Ship *Discoverer* sailed along a gently sweeping curve between Cape Hatteras and Cap Blanc, a path calculated to be as close as possible to the track left by North America and Africa as they have receded from each other after splitting apart 200 million years ago.

This 200-mile-wide, 3,500-mile-long corridor is continuous with a crustal section established in 1968 across the mid-latitudes of the U.S. by the Transcontinental Geophysical Survey. The land section includes topography, magnetic intensities, gravity readings, rock ages, and crustal structure down to at least 10 kilometers beneath the surface, as determined by seismic techniques.

Three parallel tracks

Discoverer sailed three parallel tracks along the corridor on its first leg. The second leg involved an intensive investigation of the foothills of the eastern slope of the Mid-Atlantic Ridge, a sub-surface mountain range straddling the rift where the sea floor spreading between North America and Africa originates. Scientists on the third leg sampled the ocean floor with dredges and corers from the ridge to the African continental shelf.

Chief scientists on the three legs were Robert K. Lattimore, Dr. Peter A. Rona, and Dr. Louis W. Butler, all of the NOAA Atlantic Oceanographic and Meteorological Laboratories.

In 1969, geophysicist Rona discovered massive domes in the TAG corridor off northwest Africa that resemble oil-bearing salt domes in the Gulf of Mexico off the U.S. The Atlantic formations, under 15,000 to 20,000 feet of water as far as 800 miles off shore, are the first possible salt domes reported in the deep ocean. If the existence of salt is confirmed in the new domes, it will be an indication of potentially significant marine oil resources beyond the continental shelves of the world.

Rona is also looking for evidence to test his concept of salt dome and oil occurrence, which he developed after the deep-sea dome discovery. He believes the salt and oil deposits may have been laid down in an early stage of continental drift, soon after the breakup and dispersion 200 million years ago of what many scientists think was a single ancestral continent. As the continents have inched apart over the eons, they have left behind a slowly expanding body of water that has become the Atlantic Ocean.

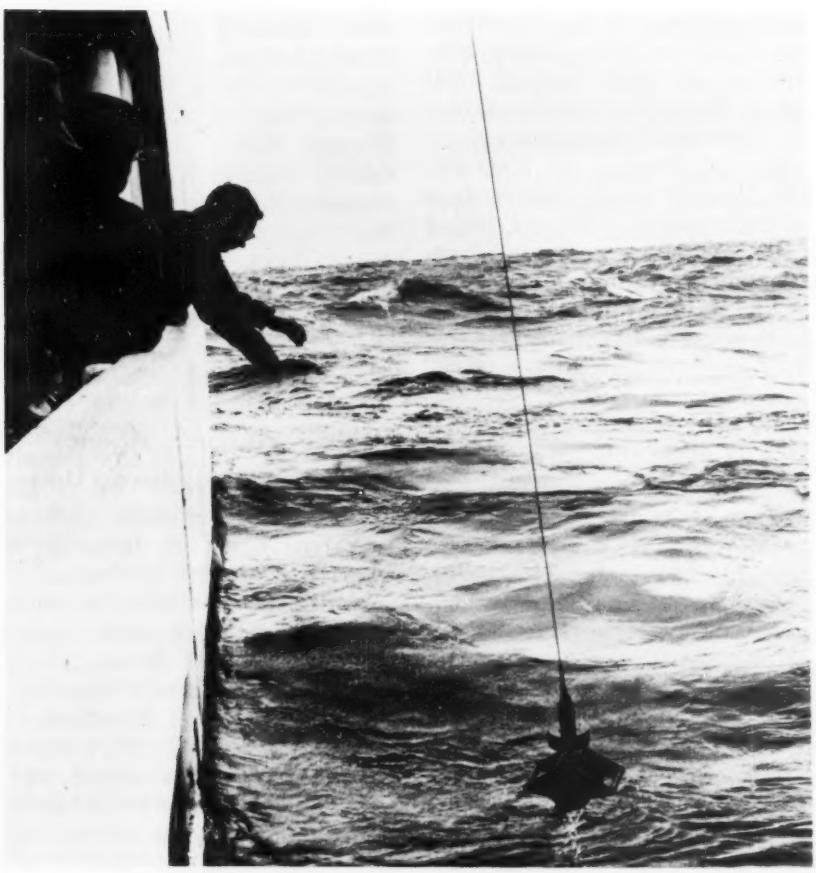
"During the early stage of Atlantic development," Rona believes, "the body of water was a sea almost completely surrounded by land. There was more evaporation than inflow. As the water grew saltier, the salt precipitated out into thick layers, which developed into the present domes. Simultaneously, fish and plant remains settled to the relatively confined seabed. These biological substances then were converted by natural physical and chemical processes into petroleum."

A similar hypothesis under investigation by the TAG scientific team is the relationship between the rifting of a continent and the formation of heavy metals such as gold, platinum, copper, nickel, and cobalt. The original breakup of North America and Africa was probably accompanied by intensive volcanic activity. The upwelling of hot lava split the landmass and began carrying the overlying continents in opposite directions, extending the new sea floor in the process.

"It was this early energetic geophysical activity," Rona suggests, "that may have lifted molten metals from deep in the earth's mantle up to sea floor levels and created rich deposits of metallic ores."

The Miami scientist points to the modern Red Sea as support for the mineral-formation hypothesis. The Red Sea is the scene of a continental breakup in progress, the splitting away of northeastern Africa from Saudi Arabia. Several recently discovered briny hot spots in the bottom apparently mark the region of lava upwelling where the split occurred and the sea floor is spreading. This region is known to contain an unusual amount of valuable heavy-metal ores.

Collaborators in the TAG investigations include Yale University, Florida State University, Texas A & M University, University of Connecticut, and Rensselaer Polytechnic Institute. Scientists of Australia, France, the Federal Republic of Germany, Portugal, and the United Kingdom are also engaged in collaborative work in the project. —*NOAA*



SAMPLING THE BOTTOM—*Scientists aboard* Discoverer *take samples from the bottom of the Atlantic Ocean during project TAG between North America and Africa. Investigations thus far indicate important mineral finds.*

New Reference Data Journal To Be Published Next Year

Beginning next year, the output of the National Standard Reference Data System, consisting of data compilations and critical reviews covering all major areas of the physical sciences, will be published in a new *Journal of Physical and Chemical Reference Data.*

Under an agreement announced by Commerce's National Bureau of Standards, the publication of the *Journal* will be handled jointly by the American Institute of Physics and the American Chemical Society. Initial plans call for four issues per year plus several longer compilations which will appear as special supplements.

The new *Journal* will make available reliable physical science reference data to scientists and engineers on a subscription basis.

Thirty Volunteer Weather Observers Honored For Long Service To Nation

Thirty volunteer weather observers have been selected to receive the National Weather Service's Thomas Jefferson and John Campanius Holm Awards for their dedicated service to the nation. The awards are made by Commerce's National Oceanic and Atmospheric Administration, of which the Weather Service is a component.

A network of 12,000 volunteer weather observers scattered throughout the U.S. and its territories contributes valuable facts and figures about the nation's weather by making and recording daily meteorological observations.

Important contribution

The weather information gathered by these cooperative observers is processed and published by the Environmental Data Service, another major component of NOAA, and is an important contribution to the nation's weather history. A few observers receive a small payment for special assignments, but most serve without pay.

Five observers receive the Thomas Jefferson Award for unusual accomplishments in meteorological observations this year. This award, the highest made, is named for Jefferson because the statesman-scientist made an almost unbroken series of weather observations from 1776 to 1816. Three of this year's winners have carried on long family traditions of weather observations and two have had 50 years of service.

The volunteers honored with 1971 Jefferson Awards are:

The Benecke family of Brunswick, Mo., whose service began with Capt. Louis Benecke's first observations in 1873, and was continued by his sons, Otto and Ruby, to the present. The award is presented to Mr. Ruby Benecke in appreciation for the services of the entire Benecke family of observers.

Arthur Bennett of Walton, N.Y., continues the service begun by his grandfather and then carried on by his mother. In addition to his official weather shelter, Bennett set up a weather station in his home with remote reading instruments. He frequently holds open house for students and lectures on weather for local schools and groups.

Since May 1911, weather observing has also been a part of each day's routine for the pioneer Carlisle family of Alpine, Utah. Paul Carlisle continued the unbroken span of records begun by his father from 1933 to the present. As a farmer, Carlisle has also made daily notes on planting, harvesting, and stock-breeding. These combined records have been of great help to the residents of the agricultural community of Alpine.

Earl E. Graham of Magnolia, Ark., has 50 years' service as a volunteer weather observer, taking both temperature and rainfall observations. A retired Dean of Magnolia's Southern State College, Graham's well-documented records are frequently consulted by members of the community.

Airway observer

Cecil R. Lovell, Greenville, Ky., foreman of the University of Kentucky's Greenville Soil Experiment Field, has 35 years' service, beginning in 1916 as an agricultural observer. In the early 1930s, he was one of a small group of observers selected to make airway observations, before the establishment of Weather Service (formerly Weather Bureau) airport stations.

The John Campanius Holm Awards, presented for continued excellence as volunteer weather observers, are named in honor of the first person known to have recorded the weather systematically in the American colonies. The Reverend Holm made records of the climate without the use of instruments near the present site of Wilmington, Del., in 1644 and 1645.

Volunteer weather observers who receive the John Campanius Holm Awards are:

Dr. Z. W. Ankrom, New Martinsville, W. Va.; Frederick J. Back, Red Wing, Minn.; J. L. Braman, Moran, Wyo.; Charles L. Brumley, Ralston, Okla.; Kenneth W. Cain, Clinton, La.; Frank Cimrhakl, Jr., Roy, Mont.; Charles H. Clifford, Brigham City, Utah; Francisco Rosario Cruzado, Morovis, P.R.; Leroy Gates, Thomasville, Ala.; Raymond E. Henderson, Brantley, Ala.; Theodore Jensen, Plover, Wisc.

Mrs. Aileen Jones, Ketchikan, Alaska; J. P. Kelsey, Ottawa, Kan.; Mrs. Rollin Key, Winner, S.Dak.; Mrs. Mona Kurtz, Wauconda, Wash.; Livingston Lansing, Boonville, N.Y.; Edwin H. Learned, St. Helena, Calif.; Mrs. Ida B. LeNord, Fernley, Nev.; Carl J. Neiers, Cascade, Iowa; Walter S. Price, Neward, Ohio; Charles J. Roth, Jr., The Dalles, Ore.; Creighton L. Secor, Hunt, Tex.; Malcolm C. Stewart, Ashburnham, Mass.; Tomas S. Vanasek, Walnut Creek, Calif.; and Mrs. N. Dixie Wineman, Derry, Pa. —*NOAA*

Vehicle Research Agency To Be Part Of Highway Unit

The Office of Vehicle Systems Research which is involved in research needed to develop safety performance standards for motor vehicle tires, braking systems, and occupant restraint systems, is to be transferred from Commerce's National Bureau of Standards to the Department of Transportation.

Formed only four years ago, OVSR has made considerable progress in improving automobile safety. It is expected that it will become the nucleus of a national highway safety research and development facility.

Voluntary Product Standards

Voluntary Product Standards are developed by producers, distributors, users, and consumers with the cooperation of Commerce's National Bureau of Standards. These standards can cover products, packages, processes and materials and may include such things as terms, classes, sizes (including package sizes and body sizes), dimensions, capacities, quality levels, performance criteria, performance requirements, test procedures and installation procedures.

Since Voluntary Product Standards are completely voluntary, manufacturers can choose whether or not they want to follow a standard. But purchasers can require that a manufacturer follow a particular standard by including it in a legal document such as a sales contract or a purchase order. When a standard is made part of such a document, compliance with the standard is enforceable by the purchaser or the seller along with other provisions of the document.

A number of consumer products such as garden hose, clinical thermometers and plywood are marked as complying with Voluntary Product Standards. Consumers can look for references to these standards on products and product labels when they shop.

Any group, including consumer groups, can initiate a Voluntary Product Standard. Requests should be sent to the Office of Engineering Standards Services, National Bureau of Standards, Washington, D.C. 20234.

For the information of producers, distributors and users or consumers, Commerce Today *announces the availability of approved Voluntary Product Standards. Recently issued standards include:*

PS 49-71, Portable Picnic Coolers—Covers portable picnic coolers such as are used for family picnics, fishing and camping trips, and other similar outings. Includes safety features, in the form of performance requirements, that will permit internal release from portable picnic coolers. Compliance with these requirements will ensure that children who may become accidentally entrapped will have a means of escape. A test for determining the force required to release the closure is included as well as methods of identifying products which conform to the standard. Effective July 15. Copies will be available from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402, in three to four months. Meantime Standard TS 196b, having the same title, dated February 18, 1971, may be used.

PS 48-71, Package Quantities of Cubed, Sized, Crushed, and Block Ice—Establishes nationally-recognized net weights for packages of ice sold at the retail level. This will substantially reduce the present number of package quantities found in the marketplace. Requested by the National Ice Association. Effective July 15. Copies will be available from the Superintendent of Documents in three to four months. Meantime, recommended standard TS 175a, dated Dec. 4, 1970, may be used.

PS 46-71, Flame-Resistant Paper and Paperboard—Establishes nationally-recognized requirements for the burning characteristics of flame-resistant paper and paper board and provides a basis for common understanding among producers, distributors, and users of the product. Requested by the American Paper Institute. Effective June 15. Copies will be available from the Superintendent of Documents in three to four months.

PS 47-71, Heat Shrinkable Fluorocarbon Plastic Tubing—Establishes nationally-recognized dimensional and quality requirements for heat-shrinkable fluorocarbon plastic tubing made of polytetrafluoroethylene or fluorinated ethylene-propylene and intended for chemical, mechanical or electrical applications. Requested by The Society of the Plastics Industry, Inc. Effective June 15. Copies will be available from the Superintendent of Documents in three to four months.

PS 51-71, Hardwood and Decorative Plywood—Establishes nationally-recognized dimensional and quality requirements for the principle types and grades of hardwood and decorative plywood, and provides producers, distributors, and users with a basis for common understanding of the characteristics of this product. The plywood covered by the standard is intended for use as decorative wall panels; for panels in furniture, cabinets, containers, and specialty products; and in marine applications. Requested by the Hardwood Plywood Manufacturers Association. Effective August 15. Copies will be available from the Superintendent of Documents in three to four months.

PS 50-71, Package Quantities of Toothpaste—Recognizes five net weights: 1.50, 3.00, 5.00, 7.00, and 9.00 ounces. This standard will aid the consumer in making value comparisons by reducing the number of package quantities. Initiated by The Cosmetic, Toiletry, and Fragrance Association. Copies may be obtained from the Superintendent of Documents for 25 cents each.

Hourly Storm Information Broadcast For Ocean Sailors

Deep water sailors in the Atlantic and Pacific now have available hourly broadcasts of information about major storms that might produce trouble for ships at sea. The weather broadcasts are superimposed on National Bureau of Standards time signals carried by stations WWV and WWVH. The service is provided by Commerce's National Weather Service and the Bureau of Standards.

Broadcasts are made around the clock. Station WWV carries information about storms in the western North Atlantic 16 minutes after the hour on radio frequencies 2.5, 5, 10, 15, 20 and 25 MegaHertz. WWVH lists storms in the eastern and central part of the North Pacific 49 minutes after the hour on 2.5, 5, 10, 15 and 20 MHz. The ocean areas involved are those for which the U.S. has warning responsibility under international rules.

If there are no storm warnings in the designated areas, the broadcasts so indicate. —*NOAA*

Patents Of Special Interest

Recent patents issued by the U.S. Patent Office included:

Crab processing machine. A machine for transporting cooked hard crabs to a number of successive stations at which the carapace, the pincers, the walking legs, swimming legs and viscera are removed, and the remaining body is scrubbed and washed. An important feature is the provision for supporting each crab, and cutting parts from it, as it is transported through the machine. The supporting and cutting means are automatically adjustable to the size of each individual crab being processed. Patent No. 3,596,310 issued to Calvert B. Tolley, Wingate, Md.

Programmed educational comparator. A pair of information display boards are provided which contain a multiplicity of information where each bit of information on one board is related to information on the other board. Information on the two boards is associated with an electrical contact and the contacts thus associated with the two information boards are made comparable to each other by means of selectively replaceable circuit boards having comparable circuit continuity. Affirmation of correct comparison is by means of switching effected by simultaneously touching a pair of manipulatable probes to contacts at the two information boards. Patent No. 3,596,373 issued to Glen E. Morgan, 17901 Yorba Linda Blvd., Apt. 20, Yorba Linda, Calif.

Corn harvesting attachment. A harvester including a grain platform adapted to harvest corn comprising a plurality of ground engaging divider points pivotally mounted and transversely spaced across the platform, for directing the stalks rearwardly toward the sickel. A vertically adjustable topping cutter is arranged to sever the stalks above the ear bearing area and a deflector and a trash conveyor are provided for disposing of the severed stalk tops. A reel is located above the sickel and to the rear of the topping cutter for influencing the ear bearing portion of the stalk that has been separated to fall upon the platform bed where it is collected and fed to the combine. Patent No. 3,596,448 issued to Ernest Melville Van Buskirk, East Moline, Ill. and assigned to International Harvester Company, Chicago, Ill.

Apparatus for separating oil from water. An apparatus for separating oil from a water surface by distributing many small buoyant bodies of oil absorbent material upon such surface, continuously lifting such bodies from the surface, treating the bodies to remove the absorbed oil, and again distributing the bodies upon the surface for reuse. The apparatus includes booms for gathering the distributed bodies of absorbent materials toward a conveyor which lifts the bodies upwardly. The booms are articulated and include floats so that the booms rise and fall with any wave action of the water, such as would exist in the unprotected waters of the open sea. The apparatus also includes a system for compressing the oil from the bodies and then dropping the bodies onto the water for recycling. Patent No. 3,581,899 issued to Raymond E. Hunter, Lomita, Calif., and assigned to Ocean Design Engineering Corporation, Long Beach, Calif.

Kinesthetically-controlled helicopter. A helicopter has a lightweight platform for supporting a man and handlebars with controls. A single rotor restrained by a stiff hinge has foldable rotor blades which are driven by a motor with appropriate gearing. The rotor may be arranged above the platform or below the platform. The position of the blade will dictate the particular elements that are folded. A tail rotor on a tail boom is controlled from the handlebars. Patent No. 3,586,263 issued to Peter R. Payne, 12221 Parklawn Drive, Rockville, Md.

Credit card banking system. A system is disclosed in which one or more central stations can communicate with peripheral stations as to information held or controlled by the central station for access by authorized users only. The central station certifies the existence of paired codes in a memory bank of the central station when set into a peripheral station, before permitting access. Specifically, accounts are kept secure in this manner, permitting reduction of credit balance or increase of debit balance only to those in possession of the paired code associated with the account. Verification permits transfer of commodities or services at the location of the peripheral station with immediate updating to the centrally stored account balance. Various types of input and output devices as controlled by a peripheral station are included. Patent No. 3,594,727 issued to Edward L. Braun, 1920 Manning Avenue, Los Angeles.

Abstracts and drawings of patents are published as they are issued in the *Patent Official Gazette* each Tuesday. More than 1,800 patents are issued each week. Trademarks are published in the *Trademark Official Gazette*. Copies of the *Patent Official Gazette* and the *Trademark Official Gazette* may be obtained from the Superintendent of Documents, Government Printing Office, Washington, D.C. 20402.

—Patent Office

Science Calendar

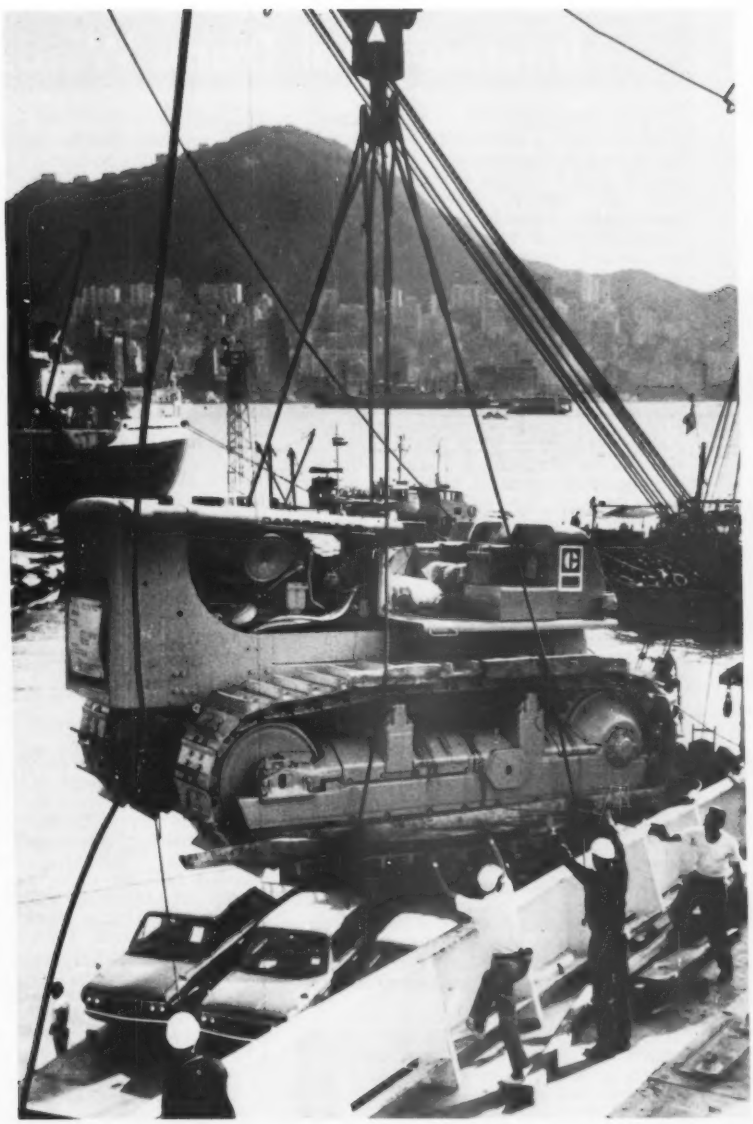
October 18-21—Gaithersburg, Md. —Fifth Materials Research Symposium on solid state chemistry. National Bureau of Standards.

August 23, 1971

International Commerce

- U.S. trade, first half
- Trade missions find prospects
- Global market survey yields first sales
- Hong Kong economy consolidates
- Thailand rates exporters' attention
- U.S. increases share of Yugoslav market

Hong Kong's Drive For Mechanization Can Push U.S. Equipment Sales



Newsmemo

U.S. firms have turned the American Trade Centers overseas to good use between the exhibitions, as reported in this column in the Aug. 9 issue. Here are additional examples:

Digital Equipment Corp., Maynard, Mass., doesn't need a computer to count the customers for its sophisticated computerized typesetting "8" equipment. They are few and far between. But the right ones came to Digital's show at the Milan Center, to be impressed at demonstrations. Upshot: $460,000 in 12-months anticipated sales in northern Italy.

"....And now, live from the American Trade Center in Milan..." began the announcer on Italy's national TV network. He talked with reps of Time Data Corp., Palo Alto, Calif., about their Real-Time Analyzer and how it can eliminate vibrations in machinery or diagnose blips hidden in a seemingly normal cardiograph. Also, two six-hour seminars drew intensely interested Italian engineers; some who missed these seminars asked their way into a later press conference.

When 60 persons, mostly engineers, came to a one-day educational/sales seminar at the Frankfurt Center, they heard two U.S. executives and a German technical instructor. Their hosts, Spectral Dynamics, heard enough comments about dynamic design and test analysis to conclude that they had accomplished significant product testing and market research (and made important sales).

A letter to the director of the Sydney Center wraps it up: "On behalf of Polaroid Australia we would like to thank you for the excellent cooperation we received in our recent seminars introducing the Polaroid ID-3 Land Identification System. We expect to introduce other new products later this year and hope we can again have the use of your outstanding facilities."

At the Paris Center (opened in November 1969) there were 62 between-shows uses of the display space in the past fiscal year. Reports from 51 of these events show off-floor sales of $508,000 and anticipated 12-month sales of $11,690,000. Three firms are looking for million dollar results from their shows.

International Trade Winds

COMMUNICATIONS — GTE International Inc., a subsidiary of General Telephone & Electronics Corp., has received a $2.7 million contract to provide six regional microwave communications systems in Spain for the transmission of telephone calls. The microwave systems will range in length from about 25 miles to 200 miles and will be established at separate locations throughout the country. In some instances the new systems will augment existing networks, and in other cases they will provide new long-distance telephone service.

AMMONIA—The M.W. Kellogg Co., Houston, a division of Pullman Inc., has issued the first $3 million in purchase orders for equipment for a 1,000-ton per day ammonia plant to be built in India. The three orders were the first drawn against letters of credit totalling $17 million to cover payments on a contract for the ammonia plant to be built in Kalol for Indian Farmers Fertiliser Cooperative Ltd. More than $10 million will be spent for equipment and materials.

PETROLEUM METERS — The German company A. O. Smith Meter Systems GmbH, a subsidiary of A. O. Smith Corp., Milwaukee, has announced plans to construct a 40,000 square foot building in Hamburg, Germany to manufacture additional petroleum meters for the European market. The building will represent an expansion of the subsidiary, which was formed last year. Construction of the new facility will be started later this year; plans call for manufacturing to start in 1972, initially with about 50 employees.

COMPUTERS—Nippon Kangyo Kakumaru Securities Co., Japan's sixth largest securities firm, has ordered a $1.9 million Sperry Rand UNIVAC 1106 computer system. The computer will be installed in the firm's Tokyo headquarters this fall. A network of data communication lines will link the central computer with 150 remote terminals installed in 57 branch offices throughout Japan. Applications planned for the system include keeping records of shares and certificate transactions, sales on credit bond business, customer records, and investment information service and records of deposits for safekeeping.

PAPER—Clupak, Inc., New York, has announced the signing of two licenses with S.p.A. Industria Fibre e Cartoni Speciali (SAIFECS), of Milan, Italy. The first of the two licenses enables SAIFECS to produce Clupak extensible paper, a tough paper with a "built-in" stretch that makes it able to withstand stress and resist rupture better than regular kraft papers. The second license authorizes SAIFECS to manufacture and sell the specially designed extensible unit used in the production of this extra-strength paper.

METALIZING — Midland-Ross Corp., Cleveland, announced it has started construction of a plant at Contrecoeur, Quebec, to supply Sidbec with metalized pellets for its new electric furnace steelmaking facility. Sidbec was founded in 1964 to develop an integrated iron and steel complex in Quebec. The metalizing plant, expected to be in production by the latter part of 1972, will have an initial capacity of 400,000 tons a year. It will be the first commercial facility of its kind in Canada. The plant will be owned by Sidbec and operated by Midland-Ross under a long-term contract.

Imports Top Exports; Trade Deficit Now Seen

The growth of U.S. imports far outstripped that of exports in the first half of 1971. As a result of these divergent growth trends, the merchandise trade balance moved into a deficit position, with imports exceeding exports by $745 million at an annual rate. This deficit is in sharp contrast to the $2.7 billion export surplus recorded in 1970.

Should these trends prevail in the remainder of the year, the United States will experience its first annual merchandise trade deficit in this century.

January-June exports, excluding military grant-aid, were running at a seasonally adjusted annual rate of $44.4 billion, 3 percent higher than in the final half of 1970. Imports jumped by 11 percent to a rate of $45.1 billion. A comparison with the first half of 1970 shows U.S. exports increasing by 5 percent and imports by 15 percent.

The gain in exports this year was narrowly based, consisting largely of transport equipment and agricultural products. Compared to January-June 1970, some gains were also recorded for machinery and coal. Shipments of most other types of products leveled off or declined, reflecting the pronounced slowdown in economic activity in most of our large markets which began after mid-1970.

Since the third quarter of 1969, imports have increased steadily, with a strong 5 percent rise over the preceding three months in January-March this year, followed by an even faster 9 percent jump in April-June. The increase in imports was considerably more vigorous than would be indicated by the trend of business activity in this country. Along with strengthened demand, other factors in the large import advance were actual and potential strikes and the increasing penetration of the U.S. market by foreign products, whose manufacturers continue to offer high quality products at attractive prices. The ratio of imports to the gross national product rose to 4.3 percent in the first half of 1971 from 4.1 percent in 1970.

The possibility of strikes at the expiration of labor contracts had a significant effect on U.S. foreign trade this year, especially on imports. Considerable inventory accumulation of steel and aluminum prior to labor-management settlements in those two industries added substantially to imports this year. Moreover, imports through West Coast ports were apparently accelerated in anticipation of a strike by dock workers there which began on July 1. Finally, some evidence of a speedup in trade due to the Sept. 30 expiration of longshoremen's contracts at East and Gulf ports has begun to appear.

Both export and import prices continued to rise this year, though the rates of increase were somewhat more moderate than in 1970.

Transport equipment leads

Shipments of nonagricultural products, which account for more than four-fifths of U.S. exports, rose by only 2 percent, to $18.2 billion, in the first half of this year from July-December 1970. Compared with the same period a year ago, the gain was a modest 3 percent. The quarterly trend has been erratic, with a strong rebound in the first quarter following two successive declines, and a drop in April-June.

Most of the rise in nonagricultural exports stemmed from greater shipments of transportation equipment. After a decline in the second half of last year, associated with reduced aircraft deliveries and the effects of the 67-day General Motors strike, these exports moved upward by $1 billion in the first half.

Sales of civilian aircraft rose steeply on the strength of greater jumbo jet deliveries to foreign airlines. First-half exports exceeded the level in the preceding six months by more than $400 million, and were $200 million higher than in January-June 1970. Following a large decline last year, deliveries of military aircraft advanced sharply. Concurrent with the expansion in sales of commercial and military planes was a substantial rise in deliveries of aircraft engines and parts.

Exports of automotive products to Canada climbed by about two-fifths over the strike-depressed second half 1970 levels. Although much of this sharp rise represented the post-strike makeup in the first quarter, shipments continued to rise in April-June because of increased outflow of new cars. Deliveries of auto parts were stimulated by the pickup in U.S. automobile demand in the first half. Since roughly two-thirds of Canadian new car production is shipped to this market, U.S. exports of parts for assembly depend substantially on U.S. auto demand.

Drop in machinery exports

Following a strong 8½ percent increase from the first to the second half in 1970, exports of machinery fell 3 percent in the first six months of this year to $5.7 billion. This weaker performance can generally be attributed to sluggish investment spending and an easing of demand pressures in major U.S.

PHOTO ON PAGE 31—The first of several Caterpillar tractors sold to Hong Kong for construction of berths at the Kwai Chung container terminal is unloaded. Story on Page 44.

Principal U.S. Imports

Commodity	1970 1st half	1970 2nd half	1971 1st half
	Millions of dollars, seasonally adjusted		
Industrial supplies, total	**7,343**	**7,768**	**8,306**
Steel	990	1,128	1,396
Nonferrous metals*	845	807	798
Crude petroleum*	728	721	766
Residual fuel oil	501	540	554
Industrial, agricultural chemicals	416	420	485
Consumer goods, total	**6,239**	**6,529**	**7,766**
Passenger cars and parts	2,560	2,670	3,422
Radio and TV sets	405	393	498
Clothing	610	652	761
Foods and beverages, total	**3,115**	**3,040**	**3,239**
Coffee	600	616	612
Meat	529	489	529
Fruits and vegetables	376	357	403
Capital equipment, total	**2,209**	**2,308**	**2,445**
Machinery	1,771	1,821	1,925
Trucks, buses, special vehicles	344	390	396
Aircraft, engines, and parts	94	97	124

* Unadjusted.

markets. Sales of electronic computers and parts fell 6 percent from the final six months of 1970. This drop stemmed mainly from reduced deliveries to Japan, the United Kingdom, and the American Republics. Exports of agricultural machinery and tractors also declined substantially this year after a rise in July-December 1970.

Shipments of metalworking machinery leveled off in the final half of last year and continued on a flat trend in the first six months. Among the different types of metalworking equipment, deliveries of rolling mill machinery advanced strongly—largely reflecting the expansion of steel-making facilities in Latin America—but this gain was offset by a drop in exports of metal-cutting machine tools to Canada.

The decline in exports of electrical machinery stemmed mainly from a reduced outflow of electronic components. Shipments to Western Europe sustained most of the drop as increased production of television components there curtailed import demand. Deliveries of telecommunications equipment also fell, but sales of power machinery and switchgear advanced.

Steel sales dip

The slowdown of economic activity abroad, particularly in Western Europe and Japan, had a strong depressing effect on exports of metals and scrap. Shipments of steel, reacting to the significant lessening in demand abroad, fell by one-fourth, or $300 million, in January-June following an equally precipitous decline in the previous six months. Much of the drop was in primary forms which were exported in large quantities last year to augment supplies in countries where smelting capacity utilization was stretched to the limit. Sales of plates and sheets also plummeted this year. Reduced shipments to the European Economic Community, the United Kingdom, and the American Republics accounted for the decline in steel exports.

The much lower rates of steel production abroad depressed demand for U.S. steel scrap as well. Half of the decline in these shipments resulted from lower deliveries to Japan. Coal deliveries fell in quantity, though because of substantially higher prices their value was well above the first half level and not far below that of the second half.

A 28 percent reduction in exports of aluminum from the second half of last year, which followed a like drop from January-June, primarily reflected weaker demand abroad and increased foreign production. Shipments to France, Japan, and the United Kingdom recorded the largest declines.

Although chemical exports managed a marginal increase from July-December, they fell short of the total recorded in the same months a year ago. These shipments were retarded chiefly by a decline in organic compounds, particularly cyclic intermediates used in plastic production, which can be attributed to increased foreign manufacturing capacity. Sales of plastic materials continued to increase, however, and deliveries of manufactured fertilizer recovered sharply from a decline in the preceding six months.

Also on the positive side, shipments of paper and paper products advanced significantly after a dip in the second half of last year. Most of the increase was in shipments to U.S. subsidiaries in Western Europe. Sales of photographic supplies and scientific instruments also gained over July-December levels.

Farm sales rise again

Shipments of agricultural products climbed to $4 billion in the first half, 5 percent over the record final half 1970 total and 15 percent over the previous January-June. Loadings increased sharply in the first quarter but contracted abruptly in the second, indicating greater foreign supplies of grains

and, to some extent, reduced U.S. availabilities of certain key commodities. Crop prospects abroad are also quite favorable this year.

Deliveries of cotton paced the export expansion from the first and second halves of 1970. Increased foreign consumption and relatively low competitive supplies were the main factors in the strong performance. The gain might have been even stronger had it not been for a shortage here of the type of cotton required by foreign mills.

The sharp increase in tobacco exports over 1970 consisted mainly of shipments to West Germany to build up depleted stocks in that country. Demand for soybeans abroad continued strong, boosting the value of U.S. exports of this product, although the quantity shipped fell somewhat.

Deliveries of wheat, which had risen by $100 million from the first to the second half of last year, held even with the high July-December total. Greater shipments this year to Yugoslavia, Spain, and Japan were offset by reduced quantities moving to Canada for transshipment and to Germany. Exports of corn, limited by short supplies, higher prices, and increased competition from other suppliers, fell sharply. Deliveries of rice also dropped, as a strong increase in shipments to Korea was more than offset by reduced exports to South Vietnam.

Principal U.S. Exports

Commodity	1970 1st half	1970 2nd half	1971 1st half
	Millions of dollars, seasonally adjusted		
Nonagricultural, total	**17,614**	**17,761**	**18,181**
Machinery	5,627	6,094	5,884
Chemicals	1,964	1,867	1,890
Aircraft and parts	1,405	1,238	1,834
Passenger cars and parts	1,300	1,161	1,554
Coal	435	521	507
Steel	724	551	404
Nonferrous metals*	546	418	381
Paper	316	306	340
Agricultural, total	**3,515**	**3,842**	**4,024**
Soybeans	615	638	667
Wheat*	456	556	557
Corn	400	424	353
Tobacco, unmanufactured	245	239	312
Cotton	202	185	303

* Unadjusted.

Consumer goods lead way

Purchases of foreign consumer goods led the U.S. import expansion this year. At $7.8 billion, these arrivals exceeded the preceding July-December level by almost one-fifth and were 25 percent higher than in the comparable period a year earlier. As consumer goods imports increased at a faster rate than outlays by American consumers, the import share of U.S. personal consumption expenditures continued to rise. From 4.8 percent in January-June 1970, this ratio climbed to 5.1 percent in the second half and to 5.5 percent this year. The continued penetration of the U.S. market reflects an ever-widening range of availabilities of foreign products, attractive prices and styles, and strong promotional efforts on the part of foreign producers and American importers.

Purchases of automotive products accounted for a large share of the expansion in imports of consumer goods. Arrivals from Canada were particularly buoyant as deliveries picked up following the GM strike late last year and were later sustained by strong U.S. demand for the compact and subcompact models, many of which are produced at Canadian plants. Entries of passenger cars soared almost 50 percent above July-December 1970 levels.

Imports of foreign-type automobiles continued to record sharp increases, rising by $140 million between the first and second halves of 1970 and an additional $225 million or 22 percent in January-June of this year. These foreign cars now account for 16.5 percent of total U.S. automobile sales, up from 13 percent a year ago. Japan's share of this market continued to expand at Germany's expense. From 24 percent in January-June 1970, the Japanese share of the total number increased to 36 percent in the first half of this year, while that of Germany fell from 54 percent to 45 percent. Japanese sales gains have been especially strong in the West Coast market.

A pickup in U.S. consumer demand was also evident in imports of television and radio receivers. Purchases of television sets rose in value by nearly one half over July-December while receipts of radios increased 15 percent. The rapidly growing popularity of motorcycles—for both sports and commuting—was responsible for large increases in imports of these vehicles, about four-fifths of which come from Japan.

Greater arrivals of clothing and footwear also added substantially to the increase in consumer goods imports.

Rise in capital goods

Imports of capital goods increased by $137 million or 6 percent in January-June, slightly more rapidly than in July-Decem-

ber. The acceleration may have reflected recent increases in U.S. plant and equipment expenditures which had declined in October-December. Imports of capital goods other than automotive products accounted for 7.9 percent of producers' durable equipment outlays in the first half, up from 7.4 percent in July-December and 7.3 percent in January-June 1970.

Most of this year's rise in imports of capital goods consisted of nonelectrical machinery. The increase in textile machinery arrivals can be attributed to the current popularity here of knitted garments which caused demand for knitting equipment to expand. Germany and, to a lesser extent, France were the major suppliers. Purchases of office machines also increased, while imports of electrical power and agricultural machinery showed no significant change. Entries of measuring and controlling instruments dipped slightly and those of metalworking machinery declined more sharply as U.S. demand for machine tools continued weak.

Aircraft imports, largely parts and engines from Canada, were about one-seventh higher than in either half of 1970. Arrivals of trucks from Canada recovered from the strike-depressed levels of the preceding six-month period.

At $8.3 billion in the first half, imports of industrial supplies were 7 percent above July-December levels and 13 percent over the same months a year ago. Following a decline in the first quarter, imports in April-June rose more rapidly than in any three-month period since the second quarter of 1969.

Entries of steel, which advanced $138 million in the last half of 1970, rose another $268 million in the first six months of this year. Considerable strike-hedge buying in anticipation of the expiration of labor contracts on July 31, coupled with larger foreign supplies available for export because of weaker demand abroad, generated much of this rise. Purchases of plates, sheets, bars, rods, and angles from Japan and the EEC countries were particularly buoyant. Foreign steel accounted for 15 percent of the U.S. apparent steel consumption in the first half, up from 13.8 percent last year.

Arrivals of nonferrous metals continued to decline from their January-June 1970 high of $845 million despite a strong increase in strike-hedge purchasing of aluminum, mostly from Canada. Sluggish demand here and a reduction in Chilean supplies available for export to the U.S. curtailed arrivals of copper. Nickel imports fell almost 20 percent from the preceding half to the levels recorded a year ago.

With larger Canadian quotas, crude petroleum imports increased this year. Arrivals of residual fuel oil also advanced as U.S. demand continued to rise and production began in new facilities in Venezuela and the Bahamas. Lumber imports rose in response to vigorous construction activity, and purchases of chemicals and textile yarns and fabrics showed significant increases as well.

Greater food imports

Food and beverage imports totaled $3.2 billion in January-June, a $200 million rise over the last half of 1970, but only $100 million above the same period a year ago. The import share of U.S. expenditures for foods and beverages stood at 4.7 percent in the first half, about the same ratio as in the preceding year.

An increase in purchases of fruits and vegetables—especially preserved and prepared vegetables—accounted for about a quarter of the advance in food imports. Meat arrivals returned to their first-half 1970 levels despite a drop in Australian deliveries. Coffee imports have showed little change in value for the last three half-year periods, though the quantities shifted somewhat as prices varied. Some stockbuilding of this commodity—and probably of whisky—may have already begun in anticipation of a possible longshoremen's strike at East and Gulf coast ports Oct. 1. Purchases of sugar continued to increase.

The exchange of goods with Canada picked up in the first half, as automotive shipments were resumed after the strike in late 1970. The substantial slowdown in economic activity in Western Europe caused a small drop in exports to that area from second half levels despite large advances in aircraft and military shipments. Imports from Western Europe, on the other hand, continued to climb, largely as a result of increased arrivals of new cars and parts. After gaining in the second half of last year, both agricultural and nonagricultural exports to Japan fell. Greater arrivals of cars and motorcycles contributed heavily to the rise in imports from that country. Trade with Oceania declined in both directions largely because of lower military shipments to Australia and a drop in U.S. beef purchases.

Trade with most developing areas climbed to higher levels in the first half. Exports to the Near East expanded sharply, mainly because of greater military deliveries. There were substantial increases in shipments to the developing countries of Asia as well. In contrast, exports to the American Republics and other Western Hemisphere countries declined.

Imports from the economically less advanced nations rose, mainly as a result of greater purchases from East and South Asia and the American Republics.

U.S. trade with Eastern Europe increased strongly in the first half, with Poland and the USSR accounting for most of the advance.

The International Trade Analysis Division, Bureau of International Commerce, has prepared this analysis of U.S. foreign trade in the first half of 1971.

DISCUSSING A PROPOSAL—*In Rotterdam, Dutch businessmen confer with mission member J. E. McConnaughy, Jr. (right), President of Peabody Galion Corp., N.Y.*

Pollution Control Mission Assesses European Markets

"Technology now — hardware later" is the market evaluation by a recent overseas trade mission focusing on a subject of growing concern throughout the world: environmental control.

Specializing in pollution abatement techniques, a mission and a seminar organized by the Commerce Department traveled to Europe earlier this summer for an exchange of knowledge about environmental problems and to promote sales of U.S. equipment.

The mission is unanimous in anticipating important business in the countries it visited—Germany and the Netherlands—if the participants vigorously pursue their contacts. The members point out that, because of the relationship of pollution control projects to other industries' projects, the lead time for sales of such equipment generally is one to three years. Asked for a dollar estimate of projected sales, one member replied, "It could turn out to be anywhere between a few thousand dollars and several million."

The consensus of the eight-member mission is that "Germany and Holland are about where we were some five to ten years ago in converting available technology into action programs in the environmental field," and that now is the time for U.S. companies to get themselves established in the growing market— first by resolving technological challenges and then by selling the proper equipment.

Seminars in four nations

The seminar joined the mission in Rotterdam and later moved on to Warsaw, Prague, and Bucharest while the sales group operated in Duesseldorf. The 10-member seminar was organized by Dr. Daniel A. Okun, head of the Department of Environmental Sciences and Engineering at the University of North Carolina, and directed by Dr. Sidney R. Galler, Deputy Assistant Secretary of Commerce for Environmental Affairs. In the four countries in which the meetings were conducted, attendance totaled more than 1,100.

In addition to the papers presented by U.S. participants in all locations, others were given by Dutch and Belgian participants in the Netherlands, Polish participants in Warsaw, and Romanians in Bucharest.

The Netherlands-America Institute, Netherlands Government Institute on Waste Water Treatment, Netherlands Government Inspectorate for Environmental Health, Department for Environmental Management, Netherlands Ministry of Economic Affairs, Netherlands Federation of Industries, The Rotterdam Chamber of Commerce and Industry, the Central Water Resources Board in Poland, the Federal Ministry of Technology and Investment in Czechoslovakia, and the National Council for Science and Technology in Romania were among the sponsoring organizations.

The consensus of the value of the seminar series was summarized by one of the participants, Dr. Arie Jan Haagen-Smit, California Institute of Technology: "I believe that we made friends and established relations which will bear fruit."

Two markets detailed

Mission Director Merritt E. Freeman, of the Commerce Department's Trade Missions Division, coordinated the members' observations and detailed some of the characteristics of the market in each of the two countries visited as follows:

"The Dutch public has repeatedly demonstrated concern about man's pollution of his environment, and the Government of the Netherlands has been responding to that concern with a strong effort to establish standards and enforce compliance. Water purification capacity is expected to increase six

REPRESENTING 'CLEAN EARTH GROUP'—*During seminar in Rotterdam, Dutch young people staged a demonstration expressing their concern about the environment. Above, seminar director Sidney R. Galler (top) accepts one of their posters.*

fold by 1986, and expenditures for new air and water pollution control equipment and systems over the next five years are estimated at $250 or $300 million.

Want latest technology

"As drinking water is drawn largely from the Meuse and Rhine Rivers—the latter of which is reportedly used five times before it reaches Holland—interest in the best and latest in technology runs high.

"With the prospect in the Netherlands of substantially increased use of natural gas, air pollution from home heating, estimated at one third of the total problem, is expected to decline substantially. However, efforts to control air pollution from automobiles and industry, estimated to be equal offenders, are being pushed aggressively. The requirement for exhaust devices for cars is being approached through an all-European agreement.

"Perhaps the most extensive water reuse project encountered is in the Ruhr Valley of Germany where the municipal water supply to four million people normally contains about 17 percent effluent. Reuse enables the Ruhr authorities to provide a reliable flow with a minimum number of reservoirs. If reuse were to be abolished, some 800 million gallons of additional reservoir capacity would have to be constructed."

Frank Sebastian, senior vice president of Envirotech Corp., Palo Alto, an "old pro" at the trade mission technique, demonstrated once again the value of experience and preparedness. "Every time an opportunity developed," said one of the other mission members, "Frank was right there with a motion picture, a technical paper, a company brochure." He made excellent contacts, found five specific inquiries in Holland, and termed his appointments in Germany particularly beneficial for future planning. Visits to local projects "furnished an insight to the present thinking in the country to match against Envirotech marketing plans." Sebastian believes the seminar technique is basic to missions in the pollution field, and, "on a cost effectiveness basis, a most significant marketing tool."

William Lutzen, president of Ludell Manufacturing Co. Milwaukee, said that he expected to conclude four "key" sales as a result of the mission and that 16 of the 19 contacts justified thorough follow-up.

Textile Machinery Mission To Seek Sales To Africa

Another textile machinery trade mission is being planned by the Commerce Department, this one to visit Nigeria and Ghana in the fall. It will be the second U.S. mission specializing in textile machinery. The first, which visited the USSR, Poland, and Czechoslovakia, reported its findings in the Aug. 9 issue of *Commerce Today*.

The West African group will be limited to six members, who will do business for their own companies and pay their own transportation and living expenses. Operational costs will be paid by Commerce. The schedule calls for a two-week business tour Nov. 5-19 in Lagos, Kaduna, and Zaria in Nigeria, and Accra in Ghana.

U.S. suppliers of textile machinery and or related products and services are invited to participate. Deadline for applying for membership is Sept. 15. Write: G. Edward Borst, BIC-926, Trade Missions Division, U.S. Department of Commerce, Washington, D.C. 20230.

Food Processing Equipment Group Sees Far East Sales

Executives of six U.S. firms back from a trade mission visit in the Far East are looking toward an estimated $5 million worth of direct sales in the next two to three years.

The mission, organized by the Commerce Department, was seeking markets for food processing, packaging, and commercial refrigeration equipment in Singapore, Malaysia, the Philippines, and Taiwan.

The company executives found that each of the countries is concerning itself with increasing its level of exports. To become competitive with other exporting countries and to maintain a high level of quality control, more sophisticated technology is needed. According to Mission Director Herbert Socks, of the Commerce Department's Trade Missions Division, "Assuming that the producers are serious in their intent to undertake an export drive, it is estimated that the resulting import demand for more modern machinery will probably increase at a rate of six to ten percent a year for the next five years."

Represented on the mission were firms offering machinery and equipment for canning, crown cap production, dairy and food processing, refrigeration especially designed to freeze fish catches on board ships, poultry processing, and specialized engineering services. The firms, for the most part, were new to Far Eastern markets.

For the countries visited, the United States is the prime export market for canned and frozen fish and meat products, and canned and frozen fruits and vegetables. Aware that stricter qualitative control is likely to be required for imports into the United States, local exporters expressed interest in machinery and equipment that will provide this safeguard.

In each of the four countries, more appointments were requested than could possibly be scheduled; however, the mission pointed out several factors that might have a modifying effect on the interest generated during the visit:

- Proliferation of small firms, many of which are extremely price conscious and rely on the use of rebuilt or locally constructed equipment, creates a problem of selection—some must be "winnowed out in favor of more substantial companies."
- Imposition of high import duties in some areas, to protect local industry, to some extent limits the sales potential of sophisticated equipment.
- In some areas, particularly Singapore and Malaysia, more sophisticated management practices are needed—especially in medium-sized and smaller firms.

As for the processing and canning of foods for local consumption, the mission opinion is that, as food consumption appears to be based on highly developed individual tastes, marketability is limited. "The lack of a homogeneous market in a country with a relatively small population restricts the adaptability of high-volume machinery. Fruit juices, concentrates, or some bulk vegetables may be exceptions. Additionally, the general availability of bulk vegetables or other foods in the local markets further discourages profitable canning ventures."

Markets by country

In Singapore, six agency arrangements are under consideration and all of the mission members plan return visits. Contracts totaling $800,000 to $1 million are under negotiation.

Few Malaysian firms appear willing to pay a premium price for quality products. "Most firms will sacrifice quality for price, including a trend toward local manufacture to satisfy local economic requirements," the mission reported.

Some $400,000 in sales is pro-

INTERVIEW IN TAIWAN—*Mission member Forest Lipscomb (left) tells businessmen in Taipei about products of manufacturers for whom his firm acts as export agent.*

jected for the Malaysian market in the next 12 months, but as investment receives major emphasis, direct sales appear limited. U.S. firms marketing high-volume, high-production and more expensive equipment would consider Singapore as the center of operation for a market area that includes Malaysia and Indonesia.

Better than expected

Activity in the Philippines far exceeded even the most optimistic expectations, Director Socks claimed. "Projected sales during the next year were conservatively estimated at about $3 to $3.5 million, depending on availability of financing."

Howard Pantel of Fleetwood Systems stated: "The Manila visit . . . afforded me the opportunity to familiarize myself with business conditions, including the manner of concluding business. As a result, we look forward to a vastly improved sales effort on the part of our representative."

Cass Kasper, Inter-Lakes Engineering, said: "Picking up such a variety of substantive inquiries, I will have to return frequently just to stay abreast of the engineering contacts I have made. I anticipate that at least 75 percent of our proposals will be accepted."

For Taiwan, Socks reported that some two dozen significant trade leads developed during the Taipei visit, and sales in the next year are projected at about $1 million. "Should the Taiwan Government undertake proposed development plans during this period the figure could easily be doubled or tripled." He added, "Although Taiwan is considered to have a promising future with rapidly expanding GNP and resulting business potential, the consensus of the mission was that a major deterrent to contract negotiation was price consciousness, due probably to a holdover from earlier intensive expansion efforts as well as keen Japanese competition."

Donald Mitchell, Callahan-Ams Co., summed up the mission's views: "The Far Eastern countries are just beginning to recognize the importance of incorporating high speed, high technology into their operations; and more importantly, they are prepared to buy. Competition is keen, and the Japanese are tough competitors—both by virtue of their proximity to the area and by their aggressive sales tactics. We can sell here, but we must make a more concerted effort to do so."

Service Industries Mission To Promote Business In Far East

U.S. companies involved in the service industries area of business are invited to join a specialized trade mission being organized by the Department of Commerce to visit Australia and Hong Kong Oct. 19—Nov. 4.

This is the fourth in a series of such missions to various areas of the world. Applications for membership are due in Washington by Sept. 15.

Service industries include such operations, for example, as those of fast-food restaurants, automatic car-wash establishments, speed printing shops, yard-tool rental, and quick dry-cleaning facilities.

The group will be limited to eight members (the first eight applicants), who will pay their own travel and living expenses and will do business for their own firms. The organizational and operational costs of the mission will be covered by the Commerce Department.

U.S. companies interested in participating or receiving additional information concerning this mission should write to the Trade Missions Division, BIC-926, U.S. Department of Commerce, Washington, D.C. 20230; or phone (collect) Larry C. Cozart, 202/967-2051.

New Figures Show Balance Problems

Based on preliminary data, the official reserve transactions balance was in deficit by $5,766 million, seasonally adjusted, in 1971's second quarter, Commerce Department's Office of Business Economics has announced.

This represented an adverse shift of $238 million from the first quarter. This balance is intended to indicate the net exchange market pressure on the dollar during the reporting period resulting from U.S. international transactions.

The net liquidity balance was in deficit by an estimated $5,848 million, seasonally adjusted, a deterioration of about $3.3 billion from the first quarter. This balance is intended to be a broad indicator of potential pressure on the dollar resulting from changes in the U.S. liquidity position.

The deterioration in the net liquidity balance reflected a sharp adverse swing in the merchandise trade balance, a decline in foreign purchases of U.S. securities, a substantial increase in bank reported nonliquid claims, and very large increases in outflows on transactions for which second quarter data are not available.

It appears that a substantial part of these various adverse shifts reflected the intensified speculative exchange market activity that preceded the May actions on the German mark and other currencies.

Despite these pressures, liquid private capital flows showed a marked favorable shift in the second quarter, largely due to unusual factors, and it was this shift that accounted for the difference between the substantial deterioration in the net liquidity balance and the virtual stability in the "official" balance. The "official" deficit was very large in both quarters, however, partly reflecting the widespread currency speculation that began in the latter part of the first quarter.

FIRST TRY WAS PROFITABLE—*Prospects look over Data Pathing, Inc. equipment at the Tokyo Computer '70 Show. The California EDP firm attributes much of its rapid success in exporting to the Commerce Department's global market program.*

Global Market Survey Yields Firms Overseas EDP Sales

The U.S. Department of Commerce's first Global Market Survey, designed to help manufacturers of electronic data processing equipment enter the export market, has already produced major results, although it was published less than a year ago. For example:

- Decision Data Corp., Warminster, Pa., has picked up an export order for over $650,000 worth of 96-column card peripherals for system I/O and data recorders used in card punching, verification and auxiliary punched card operations.
- Data Pathing, Inc., Sunnyvale, Cal., made total export sales of well over $1 million in its most recent quarter ending June 30. The company produces turnkey data information systems comprising a full range of "intelligent, self-teaching" terminals that capture all the data associated with such applications as time and attendance, production control, inventory control, labor distribution, material control, cost analyses, and "exception-type" reporting, with faster reaction time than would be possible if the data were compiled manually and relayed to the computer.

The Decision Data order followed company participation in the Mini-Computer Equipment Exhibit staged in January by the Commerce Department at the U.S. Trade Center in London. The Data Pathing sales stem primarily from aggressive overseas marketing—including establishment of two overseas sales subsidiaries—along with participation in Commerce shows.

Notable about the success of both these companies is the speed with which the Commerce Department's global market program helped them successfully penetrate foreign markets.

The Global Market Survey on EDP released last September, which identifies specific market opportunities for EDP equipment in 25 countries through 1975, is the first of more than a score of studies planned on export markets for U.S. products, and is being followed by similar surveys on Food Processing and Packaging Machinery and Equipment and Pumps, Valves and Compressors.

Pinpoints opportunities

The EDP Survey contains complete market analyses of each country studied—identifying end-user groups, outlining planned new systems, listing products with best sales potential. It also spells out proved market development and promotional techniques and media ranging from trade lists to trade shows.

Distributed through international trade specialists at local Commerce Department Field Offices, the Survey provides a basis for developing global marketing programs that an individual firm can use to get into exporting.

Frank H. McPherson, Decision Data's vice president for marketing, notes that his firm found the EDP Global Market Survey extremely helpful. "Sales of our products are related to sales of new computer systems and terminals. The Global Market Survey corroborates where the potential for new systems sales is, and with its current and comprehensive data and long-term projections is most helpful in our planning.

"The Global Market Survey also has been useful to us in pointing out other markets, such as that in Germany where the small com-

puters such as the IBM System 3 and their peripherals are becoming very important."

Fred Ramback, Data Pathing's vice president for international operations, did not begin to investigate overseas markets until late in 1969. In March of 1970, Ramback started the international division, which set up Data Pathing Europa GmbH in Cologne, Germany and Data Pathing UK Ltd. in Brighton, England.

New data important

Commerce research played a large part in helping Data Pathing decide to enter European markets; the company's previous overseas market studies had not been persuasive, particularly about European opportunities.

Ramback is also an ardent advocate of Commerce Department exhibits as a promotional and sales technique. Data Pathing first exhibited in a solo exhibition of U.S. equipment in Tokyo in October 1970. The company now is planning to exhibit at the Milan Business Automation Show in October and the Munich Systems Show in November.

"There is no way in which a company can spend $500 and get as much exposure as a Commerce Department commercial exhibition gives," Ramback says.

"I would be doing Russ Dubois our president and other company officials an injustice if I were to say that the Commerce Department's global market program was entirely responsible for our entry into exports or for our success in exports.

"But by the same token I think all of us here at Data Pathing would agree that we would not have moved nearly so quickly nor so successfully if we had not had the global marketing program that the San Francisco field office of the Department of Commerce helped us work up. It is a comfortable tool, suited to our needs. It fits us and we can work with it."

Stans Appoints 38 To Membership On National Export Expansion Council

Secretary of Commerce Maurice H. Stans has named 38 business, labor and professional leaders as new members of the National Export Expansion Council (NEEC), a nonpartisan group that advises him on U.S. export promotion. Appointments are for two years.

The new members are Benjamin R. Atkins, director of sales, Pan American World Airways, Miami; David W. Beier, Jr., vice president, Pure-Pak Division, Ex-Cello Corp., Detroit; E. L. Bittner, executive vice president, First National Bank of Kansas City; Dause L. Bibby, president, Stromberg-Carlson Corp., Rochester, N.Y.; Leon H. Black, general manager, Den-Tal-Ez Chair Manufacturing Co., Des Moines; Andrew P. Calhoun, vice president, The Liberty National Bank & Trust Co., Savannah;

Howard F. Carver, president, The Gleason Works, Rochester, N. Y.; John W. Cawthorne, executive vice president, National Association of State Development Agencies, Washington, D.C.; Hugh G. Chatham, chairman of the board, Chatham Manufacturing Co., Elkin, N.C.; Roger N. Christiansen, vice president & manager, International Banking Department, Seattle First National Bank; Archie K. Davis, president, Chamber of Commerce of the United States, Washington, D.C.; Manuel Diaz, vice chairman of the board, American Export Isbrandtsen Lines, New York;

Theodore M. Dillaway, vice president, Buffalo Forge Co.; Francis J. Fabick, president, John Fabick Tractor Co., St. Louis; Amadeu Ferreira, president, International Division, Becton, Dickinson & Co., Rutherford, N.J.; Paul J. Fitzgerald, president, The Fitzgerald Manufacturing Co., Torrington, Conn.; Carl J. Fleps, vice president, Government Relations, The Greyhound Corp., Washington, D.C.; George H. Geick, executive vice president for Worldwide Marketing & Services, Univac Division, Sperry Rand Corp., Blue Bell, Pa.;

Seymour Gilman, president, Panhandler, Inc., Memphis, Tenn.; Robert E. Graham, executive vice president of Owens-Illinois, Toledo; William J. Kuhfuss, president, American Farm Bureau Federation, Chicago; James P. Low, executive vice president, American Society of Association Executives, Washington, D.C.; John B. Morrell, vice president, State St. Bank & Trust Co., Boston; William F. Ogden, Jr., vice president, First National Bank of Minneapolis.

D. Ray Owen, Jr., attorney, Salt Lake City; Ray T. Parfet, Jr., chairman of the board and chief executive officer, Upjohn Company, Kalamazoo, Mich.; Walter W. Phelps, Jr., vice president, International Mellon National Bank & Trust Co., Pittsburgh; Harvey A. Raasch, Director of International Operations, Koehring Co., Milwaukee; Arthur L. Reisch, president, Bankers Association for Foreign Trade, Los Angeles; Ronald E. Reitmeier, president, Catalysts & Chemicals, Inc., Louisville; W. David Robbins, dean, School of Business Administration, University of Richmond; Arthur Ross, executive vice president & managing director, Central National Corp., New York;

Frank Scanlon, director of marketing-international, Rocky Mountain Dental Products Co., Denver; Howard G. Sloane, managing director, New York Coliseum; Dr. Harvey J. Taufen, vice president, Hercules, Inc., Wilmington, Del.; Richard P. Urfer, vice president, Blyth & Co., New York; Elmer C. Winters, attorney, Lander, Wyo.; and Leonard Woodcock, president, United Auto Workers, Detroit.

MAKING CONNECTIONS—*Hans-Dieter Hoffman (left), Bausch & Lomb representative, demonstrates a device for analysis of metallurgical samples to a visitor at the Frankfurt Trade Center's Metallurgy Instrumentation and Equipment Show.*

Metallurgy Show Scores In Frankfurt

The Frankfurt U.S. Trade Center Metallurgy Instrumentation and Equipment show resulted in $214,000 in off-the-floor and $3.3 million in prospective sales for 20 U.S. firms exhibiting there.

Three firms came seeking agents, and two were signed while the show was in progress. Negotiations with 13 other prospective agents were underway when the show closed.

A total of 370 trade visitors registered at the June 21-25 event, including the director and deputy director of the Bulgarian Trade Delegation in Frankfurt.

Trade Events in 4 Nations Open to U.S. Exhibitors

Trade fairs in Canada, Italy, Germany and Hungary are open to exhibits by U.S. firms.

The Western Construction Materials and Equipment Show will be held in Vancouver, British Columbia from Nov. 18-20. **Write:** Nelson Groves, Southex, 2000 West 12th. Ave., Vancouver 9, B.C. (604-731-6211)

Antinquinamento 71, a new show and conference on the techniques, equipment and accessories for air and water purification and waste disposal, will be held Nov. 14-19 at the Milan Fairgrounds. **Write:** COMIS, Pl. le Cadorna 15, 20123 Milan.

Cologne will host the second International Sweets and Biscuit Fair (ISM) from Feb. 22-26. **Write:** Messe-und Austellungs-Ges.m.b.H., 5 Cologne 21, Post box 21 07 60.

The Hungarian Exhibit Co. has scheduled an exhibition of material handling machinery for Oct. 11-18. For information on this and other vertical trade shows scheduled throughout the winter, **write:** HUNGEXPO, Budapest, XIV, Varosliget.

Newcomers Praise Quality Control Show

More than half of the 29 U.S. firms exhibiting in the recent quality control equipment show at the Sydney U.S. Trade Center were new to the Australian market. By show's end all 15 of the newcomers, as well as the 14 older hands on the Australian business scene, pronounced themselves fully satisfied with the results of their participation.

Several exhibitors said that the quantity (1,462) and quality ($3.3 million in prospective sales) of the business visitors far exceeded their expectations.

Eighteen firms made off-the-floor sales which totaled $291,000 during the June 21-25 show.

HOW IT'S DONE—*J. Hutton (right), of D.H.A. Anax, demonstrates his firm's equipment to a visitor at the Sydney Trade Center's Quality Control Equipment show.*

Hong Kong Consolidates; U.S. Sales Outlook Bright

Although continued growth is expected for Hong Kong in 1971 the rate may be somewhat slower than in the past few years as the Colony digests some of its recent gains, adjusts to changing conditions of international trade and tools up to meet increasing competition, reports Donald C. Ide, Commercial Officer at the American Consulate General in Hong Kong.

U.S. remains first

In 1970 the United States remained the Colony's leading trade partner with total imports, exports and re-exports exceeding US$1.275 million, an increase of approximately 17.4 percent over 1969. This year should see a healthy growth of U.S. exports to Hong Kong, approximately 12 percent, to well over $425 million.

Hong Kong's exports to the United States amounted to 42 percent of the Colony's domestic exports in 1970. Because these consist primarily of consumer products (garments, plastic toys, fruit, flowers, wigs and transistor radios), projections for 1971 reflect a conviction that the U.S. economy is picking up and that there will be a strong resumption of consumer spending later in the year—thus a good market for Hong Kong products.

To meet the challenges imposed by rising labor and raw material costs and increasing regional competition, Hong Kong's businessmen are seeking more efficient production equipment, making a determined effort to up-grade the design and quality of their products, and diversifying by seeking new markets and new products for these markets. In 1970 this resulted in heavy imports of capital equipment. Retained capital goods imports totalled $312 million, a 48 percent increase over 1969, representing 12.9 percent of total retained imports compared to 9.9 percent during the preceding year. Japan edged out the United States by supplying 27 percent of the capital goods market against 26 percent from the United States. Britain followed with 20 percent and West Germany with 8 percent.

The need for diversification, more mechanization, and better training of local supervisory and management personnel all enhance the business opportunities for American firms prepared to meet vigorous competition in selling, servicing and credit. Because credit plays such an important role in the sale of capital goods to Hong Kong, American firms are urged to investigate thoroughly the various programs now offered by the U.S. Export-Import Bank.

The rapidly growing American Chamber of Commerce in Hong Kong, now entering its third year, has played a dynamic role in focusing the attention of its members on significant trade issues.

Steady influx

The steady influx of American firms into Hong Kong, attracted by low taxes, stable conditions and, above all, freedom of action allowed by the Hong Kong Government, continued throughout 1970. By the year's end there were approximately 485 U.S. firms located in Hong Kong, the majority of which are responsible for regional activities. Most of these firms, particularly those dealing in goods and services, are prospering.

A new dimension may be opened for American firms based in Hong Kong by the recent steps taken by the U.S. Government to relax the economic embargo on the People's Republic of China. Although it is generally recognized that it may take some time to develop trade relations of any importance, many American firms are seriously interested in the possibilities of China trade and are following these developments closely, many of them through offices in Hong Kong.

Among the most promising

HEADED FOR HONG KONG—*Looking over a Hong Kong-bound display of Pacific Northwest agricultural commodities are, from left, Edward G. Westerdahl, Executive Director, Port of Portland; Lloyd R. Porter, Acting Director of Commerce's Portland Field Office; and John F. Glatt of the Oregon Department of Agriculture.*

American products for sale to Hong Kong during the next year are capital equipment for Hong Kong's light industries, particularly textile machinery; office machines and electronic data processing hardware and software; hotel and restaurant supplies; building equipment, including boilers, elevators, and airconditioning units; materials handling systems; agricultural goods, including raw cotton and tobacco; fresh and frozen meats; and fresh fruits and vegetables.

This should be a very good year for U.S. farm products with anticipated sales of $75-80 million.

Promotional vehicles available to American businessmen during 1971 will include a seminar and exhibit in September of EDP equipment, both hardware and software, organized by the Hong Kong Management Association; a specialized Apparel Trade Mission in late September; and a Catalog and Equipment Exhibit in November covering a wide range of restaurant and hotel supplies and building construction equipment.

Although the reclamation contract for two of the Kwaichung container berths has been awarded to a Japanese firm, $840,000 worth of American-manufactured "Caterpillar" equipment has been sold for use in the project. Still to be purchased before June of 1972 are approximately $10 million of container handling equipment, fork lift trucks, trucks, chassis, elevators, airconditioning, office equipment, steel fencing and cable connections for reefers.

The Hong Kong Government has assigned top priority to providing an expanded water supply. Over $200 million has been earmarked for water supply expenditures over the next decade. The High Island water scheme, scheduled for completion in 1976, represents the last natural site suitable for damming; over a dozen international firms, including at least four large American contracting companies, have expressed interest in bidding on this project.

Subsequent water supplies will come from desalination plants. The first such plant will be installed by 1974 and subsequent plants with combined desalting and power generation capability are being considered. Given the technological lead of the United States in the field of desalination, U.S. firms should be in a good position to compete for sales of plant and equipment; inquiries should be directed to the Hong Kong Public Works Department.

No let-up is foreseen in building construction of all types, which should continue to provide a lucrative market for alert American firms.

Still under consideration are a mass transit system, further desalination works, a fourth container terminal and further development of Kai Tak Airport.

Thailand's Growing Market Rates Close U.S. Attention

Despite certain economic problems which have emerged, some of which stem from the nation's rapid economic growth over the past decade, Thailand remains a growing market that more American exporters should seek to develop, reports G. E. Robert Meyer, Commercial Attache at the U.S. Embassy in Bangkok.

On the plus side

On the plus side for any American company striving to increase its sales or get established in this market of 35 million people, Thailand has:

► One of the world's high GNP real growth rates. It averaged over 8 percent annually during the 1960's and, while declining in 1970, GNP growth still exceeded 6 percent that year, and 1971 gains are expected to be at about the same level.

► A stable political and economic environment with a Government pledged to assist and encourage the private sector in leading the way toward higher standards of living.

► A relatively good foreign exchange position, despite balance of payments deficits in each of the past two years, and one of the soundest currencies of any developing nation.

► A market-oriented economy with few import or foreign exchange controls.

► A growing demand for imports, including finished, intermediate, and process materials.

► A large, low-cost labor force that has proved trainable and adaptable to industrial needs.

As encouraging as these indicators are in themselves, however, American sales efforts must continue to be re-inforced if the U.S. market position in Thailand is to be maintained or expanded to full potential in coming years. The competition is busy, and, because of balance of payments trends, Government actions have been taken to slow down Thailand's rapid rate of import growth.

Higher import duties

On July 1, 1970, the Thai Government announced higher import duties on over 200 categories of goods. While increasing Government revenues was one aim, the primary goal was to narrow the balance of payments deficit by dampening imports, which had grown at an average annual rate of almost 12 percent during the 1965-1969 period.

Thai imports statistics verify that import growth has slackened. On a c.i.f. basis, total imports in 1970, including foreign aid shipments, were $1.3 billion, an increase

of only about 3 percent over 1969. The U.S. market share, according to Thai Customs statistics, was $192 million, or about 14.8 percent. This performance fell just short of previous years and yet the U.S. market share for manufactured products has not kept pace with total Thai market growth. Gains in American sales of non-manufactures, such as tobacco and cotton, have helped offset a relative sales decline in U.S. manufactures.

Since last year's import duty increases, and especially during the first half of 1971, comments by local businessmen regarding their sales and sales outlook have been generally pessimistic. With only few exceptions they express widespread feelings of current economic stagnation. But, at the same time they are beginning to report signs that consumer and industrial demand for imports is starting to bounce back.

Japan's share grows

As elsewhere in Asia, Japanese competition looms quickly and constantly in view when analyzing American sales opportunities in Thailand. Japanese products have achieved market dominance in some product categories, and the Japanese import market share has grown from 25 percent to nearly 40 percent in just over 10 years.

Local businessmen usually mention substantially lower Japanese prices, as the single, major obstacle to increasing sales of American products in Thailand. Yet in some fields examples are also cited where Japan is closing the technical lead held by the United States by virtue of quality and styling.

In airconditioning equipment, for example, one local dealer reports, "The U.S. market share has traditionally been high but the future is cloudy. This is due partly to the establishment of local assembly, but also to the growing technical sophistication of Japanese products. However, the sales outlook remains good for American packaged units for offices and industry and for other central airconditioning systems."

New and growing product fields offer good potential for American sales in Thailand. Among them are: communications equipment, educational supplies and equipment, transportation equipment and parts, mining equipment, data processing equipment, agricultural equipment, food and agricultural processing equipment, electric power equipment, office machines, pharmaceuticals, testing and control instruments, and, broadly, many types of machinery for new industries.

Nevertheless, despite various natural Japanese trade advantages such as lower shipping costs, generally lower prices, and attractive financing terms in what remains an extremely price-conscious market, many American exporters have done well indeed in maintaining and expanding their sales in Thailand. One U.S. chemical company resident manager puts it this way: "We see developing in Thailand a more refined and growing market for agricultural chemicals and industrial raw materials. Thailand has all the ingredients for an industrial take-off and we plan to take advantage of this while it's happening, not afterwards when it may be too late. We are interested in selling and in possible joint ventures. We believe a company like ours should be in Thailand for the long pull or not at all."

American sales should also remain good in the broad field of construction equipment. As with American machinery in general, the major U.S. selling advantages are quality, durability, and capability. Unfortunately, these factors are not always fully weighed in by the Thai buyer, particularly not by Thai Government purchasers limited by a tight budget.

One experienced local dealer observes, "Contractors are guided by price considerations for construction equipment when a job is a short one, but for longer jobs they tend to buy heavy equipment that will hold up."

Energetic American machinery agents are not necessarily discouraged. They know they have a bigger selling job to do when their equipment is more expensive than competitors offer. With growing experience by end-users, there is some hope that performance will eventually become a major, rather than a secondary, consideration in equipment selection in Thailand. This development, while still incipient, could help expand all types of U.S. machinery sales to Thailand during the 1970's.

Some sales suggestions

Suggestions by Thai businessmen on how to increase U.S. sales reveal some of the obstacles as seen locally. Often-heard comments include:

"Products should be designed for local conditions and requirements."

"American suppliers need to be more flexible. Better service and follow-up are needed."

"I have difficulty getting prompt quotations—and when orders are placed I can't rely on the delivery promise. Labor strikes in the United States are a real headache for us."

"Only one of our U.S. principals offers commercial credit through FCIA. All others require irrevocable letters of credit, without benefit of documents against acceptance."

"Freight rates from the United States cost us many orders each year. Often American f.o.b. prices are competitive but the buyer's c.i.f. cost routes the order to Japan."

One example of how orders can be lost relates to lack of stock in country. A large contractor recently needed 10 forklift trucks for immediate delivery. An Embassy Officer called each of the six known

local agents for American forklifts, but not one of them could meet this requirement from stock. Later that week a Japanese distributor made delivery, even though the buyer preferred American quality and was not looking for the lowest price.

Greater effort

Needless to say, the American suppliers who have had the greatest success in Thailand have also put forth more than routine efforts in market development. Many, of course, have their own offices in Bangkok or representatives in the area to give technical and promotion support to their agents.

To quote a Thai businessman, "The American companies that do best in Thailand are those that work closely with their agent, usually with a Far East representative on call regularly. The Japanese have done tremendously well mainly by working harder at capturing the market. Sophisticated equipment requires technical capability on the spot and the Japanese have been better at providing it."

Another American machinery dealer sums up his sales outlook this way: "We have done well in large pumping units that are both of high quality and competitively priced. In processing machinery, on the other hand, our lines of American equipment are superior but far more costly. Our problem is to convince a first-time customer that the added cost is justified by capacity and long-term, reliable performance."

To a great extent total U.S. sales in Thailand in the coming months and years will be determined by the ability of U.S. industry to narrow the gap between American export prices and those offered by Japanese and European competitors. The rate of growth of Thailand's import demand appears to be slowing and American business must gain a larger share of the big money business, which very often is Thai Government procurement and especially sensitive to prices or financing terms.

Thai buyers, from consumers to industrialists, are willing to pay more for many kinds of American goods when the selling job is thorough and their experience draws them back for re-orders. This kind of American marketing performance is already here, but there is room for much more of the same.

One factor behind Thailand's impressive growth record in 1960's was the substantial rate of foreign investment attracted by the growing domestic market and the incentives offered to investors by the Thai Government.

Investment is vital

The Government recognizes the vital role of private investment, both local and foreign, if the nation is to move rapidly ahead. It welcomes foreign enterprise and offers incentives under the Promotion of Industrial Investment Act, such as a five-year tax holiday, import duty exemptions on capital equipment, and other privileges.

At the present time Thailand's Board of Investment places the highest priority on projects that will increase Thai exports, that will use Thai raw materials primarily, or that will benefit the country's agricultural sector. Joint venture investment promotion applications are preferred, but 100 percent foreign ownership can also be approved under the law.

American investment interest in Thailand, however, has clearly slowed in recent years and it now seems clear that Japan has surpassed the United States as the largest foreign investor. New investment in export-oriented industries could be attractive to many American companies provided the Thai Government eliminates the obstacle of customs duty payments and refunds. Thailand still has no duty free zone and procedures for getting customs rebates for the import content of export products are onerous and unsatisfactory. A solution to this problem, more than any other measure, could prove to be the single most effective incentive for American industries.

Yugoslav Imports Soar; U.S. Gets Bigger Share

This year is seeing a continuation of the adverse inflationary and trade trends which prevailed in Yugoslavia throughout 1970. The U.S. Embassy in Belgrade reports that rapid price increases, excessive credit expansion, over-investment, and a record trade imbalance causing a current account deficit continue to plague the Yugoslav economy. In addition, industrial prices and the cost of living rose by 9 and 10 percent respectively during 1970 and no improvement has been noted in these categories during the first months of 1971. Nominal wages grew by 18 percent during 1970. On the positive side, Yugoslavia in 1970 continued to mark highly satisfactory increases in industrial production, exports, employment and in the general standard of living.

Current prospects for an improved agricultural situation in 1971 are encouraging. Weather and soil conditions for the all important wheat and corn crops are ideal and good harvests are now foreseen. Meanwhile the poultry and livestock industries continue to expand and the outlook for good prices points toward a profitable year during 1971.

The ranks of the registered unemployed decreased markedly during 1970, both numerically and as a proportion of the total work force. Social sector unemployment (i.e. all industry and some farming) in

AMERICANS IN YUGOSLAVIA—*Members of a U.S. Refrigeration and Food Processing Trade Mission are shown touring a factory near Zagreb earlier this year.*

1970 was 7 percent, down from just over 8 percent in 1969.

The employment of Yugoslavs as guest workers in Western Europe has undoubtedly acted as a safety valve in easing the employment situation. In early 1971 it was estimated that as many as one million Yugoslavs were temporarily employed abroad, mostly in West Germany.

Yugoslavia's record trade deficit in 1970 totalled $1.2 billion or 81 percent greater than 1969. Although exports totalled $1.7 billion, a substantial 14 percent above the previous year, imports soared to $2.9 billion, an increase of 35 percent. As is usual, virtually the entire deficit was run with the convertible areas, which now account for three-fourths of Yugoslavia's total trade. The Comecon portion of Yugoslavia's total trade slipped to 25 percent during 1970.

On the export side, sales of ships, motors, appliances, tobacco and canned meats all turned in especially good performances, while sales of wood products, chemicals, beef, textiles and footwear either stagnated or declined from 1969 levels.

With the exception of cotton, imports showed an across-the-board surge with especially large increases occurring in imports of mining machinery, synthetics, crude oil, chemicals, copper, paper and passenger cars. A sharp growth in imports during the latter months of 1970 (and January 1971) is believed to reflect stockpiling in anticipation of devaluation in addition to general overheating in the economy.

Impressive gains

Impressive gains in invisible earnings served to cover a substantial portion of the trade deficit. Especially strong increases occurred in worker and emigrant remittances ($485 million or up 230 percent) and tourism and transportation ($380 million net, or 13 percent above 1969). The 1970 Yugoslav current account deficit totalled $388 million, almost entirely with the convertible area. Reserves at the end of 1970 totalled $140 million, or $113 million less than at the close of 1969.

Trade figures for the first half of 1971 have clearly proven worrisome to the Yugoslavs. Although such early data may be inconclusive and reflect fulfillment of pre-devaluation purchase agreements plus the effects of an unusually poor crop year, they show that imports declined while exports showed continuing strong increases.

American exports, paced by increased sales of aircraft, metals, food products, and heavy machinery, grew by 73 percent in 1970 to reach $160 million. Thus U.S. suppliers kept substantially above Yugoslavia's overall import growth rate for the year. Conversely, Yugoslav sales to the American market declined by 4 percent to $90 million. The resulting total trade figure of $250 million put the United States in fifth place among Yugoslavia's trading partners behind West Germany, Italy, the USSR and the United Kingdom. The American share of Yugoslavia's total trade now stands at 5.5 percent, up from last year's five percent.

Given the current shortage of foreign exchange and Yugoslav stabilization measures which were recently enacted, the following general patterns are beginning to emerge:

► Trade policies will inhibit consumer imports, more than those of capital goods, semi-manufactures, and foodstuffs. Since the majority of U.S. sales to Yugoslavia fall in the latter three categories, U.S. exports in 1971 may be little affected by trade developments, and 1971 may exceed 1970 in the value of American exports to Yugoslavia.

► Shortages of foreign exchange will further encourage Yugoslav enterprises to look to clearing account countries rather than convertible sources in cases where this

is feasible. Thus U.S. firms in a position to accept clearing currencies or engage in related barter or switch transactions will find their position enhanced in supplying the Yugoslav market.

► Yugoslav businessmen, because of exchange problems, will continue to be exceedingly careful shoppers when considering convertible area imports, particularly as regards supplier crediting. Financing terms are frequently the major factor when deciding on imports, sometimes outranking even price or technical considerations. American firms approaching this market should be prepared to be as flexible as possible in their crediting approach.

► A greater priority will be accorded to joint investment and production cooperation arrangements, particularly in large projects involving substantial capital goods imports. Yugoslavs see such agreements as sources of marketing and management benefits and means for continuous updating of technology and know-how without expending capital.

American suppliers will continue to find their best markets among the Yugoslav export-earning industries—tourism, travel, mining, wood, food processing and packaging, electronics, and many kinds of metalworking. Under existing (and undoubtedly future) legislation those enterprises which earn convertible currencies through exports of goods and services receive preferential treatment in foreign exchange availability for their activities, including importing.

In addition to America's traditional exports of heavy and specialized machinery, chemicals, agricultural products, and computers, opportunities are developing in the field of consultant and planning services. Several American consulting firms have already found good markets in Yugoslavia, particularly in planning tourist projects and management consulting for large enterprises.

World Trade Actions

EEC Cuts Orange Duties; Australian System Revised

EEC: The European Common Market has reduced tariffs to 8 percent, from the previous level of 15 percent, on American oranges exported to the Community. Originally, the Community had offered to cut the tariff on oranges, but only as part of a package which asked concessions from the United States on chicken and lard exports.

The concession was made in response to complaints by American fruit exporters that they were being discriminated against by preferential arrangements with orange producers in Morocco, Tunisia, Israel, Spain and Turkey.

The drop in tariffs will be authorized for a year, with continuation of the arrangement contingent on an agreement being reached on the other elements of the package.

As a result of the Council action, American oranges will enter the Community at a reduced tariff from June 1 to September 30—the period when 80 percent of the U.S. crop is exported and which in the past has brought more than $7 million annually in revenue.

Australia: A revision of the Tariff Schedule has eliminated more than 1,000 classifications (over 25 percent) from the customs tariff. Simplification, in the interest of importers and others who have to work with the tariff, was achieved by amalgamating (within the Brussels Tariff Nomenclature framework) existing tariff items with almost identical rates of duty.

To minimize administrative and technical difficulties, the concessions available for developing countries have been modified marginally to adapt them to the new simplified tariff. Some quotas have been widened, in terms of their product coverage, to accommodate amalgamated items, and a few existing quotas have been consolidated where their parent tariff items were amalgamated.

The Departments of Trade, Customs and Excise, in a joint statement, said that the changes, effective July 1, will not significantly increase or reduce the protection accorded to any Australian industry, and the existing rates of duty do not vary more than 2½ percentage points in ad valorem terms. The overall effect will be a slight decrease in the customs duty and primage payable over a full year.

Spain: The requirement for a 10 percent pre-deposit on imports expired on July 1. A twenty percent rate was originally established in December of 1969 for a one-year period in an effort to slow the accelerating Spanish economy. The pre-deposit requirement was later extended from Jan. 1 to June 30, 1971, at the reduced rate of 10 percent.

Sweden: Parliament recently adopted a tax on advertising in most Swedish newspapers and magazines. The new law, which went into effect on July 1, imposes a 6 percent tax on all advertising in daily newspapers and a 10 percent tax on advertising in periodicals which normally appear at least four times a year. Exemption from the tax is allowed for the first Sw. kr. 3 million ($580,000) in advertising revenues of each publication. Political and religious journals are exempted altogether. The tax is expected to yield revenues of about $9.3 million during this fiscal year.

A related law, also effective on July 1, provides for the return of all revenues accruing from the ad-

vertising tax to newspapers in the form of production subsidies of $6.4 million and subsidies for public information advertising of $2.9 million during the fiscal year. Production subsidies will be calculated for newspapers appearing more than once a week on the basis of the amount of newsprint consumed minus the paper used for advertising. The maximum annual subsidy will be $675,000 and the minimum $39,000. A fixed annual subsidy of $39,000 will go to newspapers which appear only once a week. The newspaper with the largest circulation in a district will not be entitled to any production subsidy, however.

France: In view of the steady improvement in the nation's balance of payments and the strength of the franc in foreign exchange markets, the Ministry of the Economy and Finance announced Aug. 3 a series of steps to relax exchange controls. The changes, which took effect the same day, included the following measures:

- For the second time in less than five months (see *Commerce Today*, Apr. 19), the tourist allowance for residents of France was raised, this time from 2,000 to 3,500 francs ($630) in foreign exchange per person, with no limitation on the number of trips per year. Each traveler may also continue to take out of the country up to 500 francs in French currency.
- The allowance for business travel remains at 400 francs ($72) in foreign exchange per day, but may be granted for a maximum of 20 days per trip rather than the previous limit of 10 days. Applications for authorization for longer periods may be submitted to the Bank of France.
- Relaxation of limitation on forward exchange cover. Products for which forward cover contracts could previously be entered into for a maximum of only one month may now be covered for up to three months, non-renewable. Products previously covered by three-month contracts may now be covered for up to six months, non-renewable. Natural rubber, raw cotton and raw wool may now be covered by nine-month contracts. (See *International Commerce*, Feb. 24, 1969). This should please importers who had been unhappy with the previous limitations.
- Importers may henceforward acquire foreign exchange to pay for their imports one month before payment is due rather than one week in advance, as previously.
- Prepayments of up to 30 percent for imported capital goods and 10 percent for all other products may now be made without special authorization.
- French firms will be permitted to finance a larger share of their foreign direct investments by transfer of funds from France. Also, firms desiring to repay outstanding foreign debts in advance may do so under certain conditions.

Taiwan: The Republic of China has relaxed import restrictions on some 800 items by shifting the commodities from the controlled to the permissible import list, bringing to over 2,000 the total number of items transferred to the latter list since July 1970.

All imports into Taiwan must be covered by an import permit. Under this comprehensive licensing system, all merchandise is divided into three lists: permissible, controlled, and prohibited. Licenses to import goods on the permissible list are granted liberally. Items on the controlled list are licensed restrictively and are generally handled by government trading agencies. However, for imports of raw materials, machinery and equipment for their own use, factories and other end users may import controlled items if they follow certain specified procedures.

The commodities recently transferred include various items of personal care, different types of clothing, some household items, several vegetable oils, a variety of jewelry, specified poultry, and assorted chemicals.

A complete listing of the decontrolled items may be obtained from the Far East Division (BIC-892), U.S. Department of Commerce, Washington, D.C. 20230.

The U.S. Embassy in Abidjan reports that an increasing number of U.S. travelers have failed to get Ivory Coast visas, with consequent inconvenience to the visitors. Undocumented travelers are not permitted to go into the city, but must wait at the airport until the next departing flight, sometimes 24 hours later. U.S. travelers should ensure that they have valid visas before arriving in Ivory Coast.

Indonesia: Representatives of the United States and Indonesia will meet in Washington in September to begin discussions of a proposed bilateral income tax treaty.

The proposed treaty is intended to prevent double taxation and to facilitate trade and investment. It will be concerned with the tax treatment of income of individuals and companies from business, investment, and personal services, and with procedures for administering the provisions of the treaty.

The "model" income tax treaty developed by the Organization for Economic Cooperation and Development will be taken into account along with recent U.S. treaties.

The U.S. Treasury Department requests that persons wishing to comment on the proposed treaty send their comments in writing by Aug. 27 to Edwin S. Cohen, Assistant Secretary of the Treasury, U.S. Treasury Department, Washington, D.C. 20220.

Greece: The Government has extended until Dec. 31 the duty-free importation of certain animal feedstuffs. This extension was authorized by Joint Decision Vol. No. 315301/1425 dated May 26, of the Ministers of Agriculture and Commerce.

Eximbank's New Law Has Important Exporter Aids

This is another in a series of periodic reports on developments in the international investment and finance fields, and actions affecting international business operations, as noted by the Bureau of International Commerce's Office of International Investment.

New legislation affecting the Export-Import Bank, the "Export Expansion Finance Act of 1971," is intended to benefit exporters and commercial banks by substantially strengthening the U.S. export financing system.

Among its major provisions, the new legislation includes sections that accomplish the following:

► Increases export credit resources by raising Eximbank's commitment authority and by freeing the Bank from certain budgetary constraints;

► Permits Eximbank to support East-West trade transactions, subject to Presidential determination; and

► Eliminates that portion of the Federal Reserve's Foreign Credit Restraint program that applies to export credit.

Other sections of the new legislation:

► Give explicit recognition to Eximbank's policy of extending financing at rates and on terms and conditions that are competitive with those available from foreign government sources; and of granting smaller exporters and banks equal access to Eximbank's credit facilities.

► Extend the expiration date of the Export-Import Bank Act from June 30, 1973, to June 30, 1974; and

► Authorize the sale of Eximbank debentures and other obligations maturing after the expiration date of the Export-Import Bank Act.

The new legislation substantially increases the resources available to Eximbank for export credit support.

It raises from $10 billion to $20 billion the overall ceiling on Eximbank loans and guarantees and FCIA insurance that may be outstanding at any time. The law also raises from $3.5 billion to $10 billion the specific ceiling on Eximbank's authority to charge guarantees and insurance against the overall ceiling at 25 percent of the contingent liability involved. The new ceilings will allow Eximbank to step up activity under its loan, guarantee, and insurance programs.

Ends budget curb

Equally important, the new legislation frees Eximbank from certain budgetary constraints on its activity which were not related to the Bank's operations, by excluding the Bank's receipts and expenditures from U.S. Government budget totals and by exempting its net outlays from annual expenditure limitations imposed by the Congress. The new law, however, does not lessen in any way present Executive or Legislative Branch review, control, or reporting of Eximbank activity.

The law also opens up the possibility of Eximbank credit participation in export transactions with communist countries, if there is a Presidential determination of U.S. national interest.

The new East-West trade authority results from modification of a previous prohibition against Eximbank financing of export transactions with (a) a country engaging in armed conflict against the United States; or (b) any other country that furnishes by direct governmental action goods, supplies, military assistance, or advisers to a country engaging in armed conflict against the United States. Since North Viet-Nam engages in armed conflict against the United States, and since all communist countries except Yugoslavia supply goods, etc., to North Viet-Nam, Eximbank could not participate in East-West trade under prevailing circumstances.

This statutory provision, known as the "Fino Amendment", was mandatory and did not permit the President any flexibility in extending trade financing to communist countries. (Another statutory provision also prohibits Eximbank from extending its credit facilities to communist countries, but this restriction may be lifted if the President determines that such a transaction would be in the national interest and so reports to the Congress within a period of 30 days.)

The new legislation continues the prohibition against Eximbank credit facilities for trade with North Viet-Nam (and any other country against which the United States is engaged in armed conflict), but now allows the Bank to participate in transactions involving a communist country, provided that the President makes a determination of national interest. Such a determination is currently in effect for Yugoslavia.

Bank ceilings dropped

The new Act also eliminates that portion of the Federal Reserve Board's Voluntary Foreign Credit Restraint program that applies to export credit.

Under this program, the Federal Reserve has imposed ceilings on U.S. bank lending to foreigners, including loans to finance exports. Although, according to several Federal Reserve studies of the program, export credit has not been adversely affected, some exporters and bankers consider the export credit ceilings inconsistent with export expansion goals and view the program as constituting a psychological barrier, at the least, to

their export promotion efforts.

The new legislation removes the authority of the Federal Reserve Board to maintain its restraints as they apply to export credit. Although the Act does not specify a date for terminating the export credit restraints, the Congress recognized in enacting the legislation that a reasonable period of time, perhaps as much as 90 days, would be needed to work out modifications in the overall restraint program to reflect the export credit exemption and to make any further changes to continue the program in effect for non-export financing. The legislative history makes clear that the Congress intends and expects that banks now complying with the restraints would continue to do so until the Federal Reserve can accomplish the necessary modifications.

Policy guidelines

The new Act also establishes two new policy guidelines for the Bank.

One would require the Bank to provide credit support at generally competitive rates, terms, and conditions. The other would require the Bank, in formulating and implementing its programs, to accord equal opportunity to export agents and managers, independent export firms, and small commercial banks.

In establishing competitiveness as a policy guideline, the Congress recognized that the mission of the Bank is one of vigorously promoting U.S. exports and that therefore Eximbank financing should be competitive with that offered by the government agencies of other major exporting nations. However, the Congress also agreed that the Bank is not obliged to make available to a foreign borrower rates, terms, and conditions equal in each and every instance to those being offered by a foreign central bank. The Congress recognized that rates, terms, and conditions in export financing are continuously changing and will vary in numerous ways in any specific individual case.

The new legislation extends the expiration date of Eximbank's basic charter from June 30, 1973, to June 30, 1974.

The legislation also gives explicit authority to the Bank to issue debentures and other obligations with maturities extending beyond its statutory life to purchasers in addition to the Secretary of the Treasury. Although the Bank believed that the authority to issue such obligations was implied in its charter, questions on this point have been raised by private bond counsels, and the Bank therefore requested the Congress to clarify this portion of its statute.

The new law will provide significant benefits to both exporters and to bankers that finance exports in several ways.

The provisions increasing Eximbank's commitment authority and excluding the Bank's outlays from the Budget will enable an expansion and strengthening of Eximbank's export credit facilities. These include the FCIA export credit insurance program for exporters; the Eximbank guarantee program for commercial banks; the discount loan program, also for commercial banks; and the direct loan program to enable foreign buyers to purchase U.S. goods and services (see insert). Without the enacted increases in commitment authority, Eximbank programs, which provided some $6.8 billion in export credit support to U.S. exporters in fiscal year 1971, would have begun to level off in fiscal year 1972.

New programs possible

These additional resources should also enable the Bank to adopt new programs to foster exports. One possibility is a new short-term discount loan program to supplement the present medium-term discount facility designed to encourage more commercial banks to engage in export financing.

Additional credit for exports also may be forthcoming from commercial banks as a result of the modified Federal Reserve restraints. The removal of this barrier should stimulate greater private bank interest in financing exports, as compared to other types of foreign loans.

In sum, the new Act is an important measure to enhance the competitiveness of American exporters. It deserves careful attention on the part of all businessmen interested in the U.S. international trade position and in expanding markets for their own products.

Government support of export credit is furnished primarily through the Export-Import Bank of the United States, a Government agency, and its private affiliate, the Foreign Credit Insurance Association (FCIA).

The programs include:

Export credit insurance, issued through FCIA, to assure that export receivables will be repaid on a timely basis. FCIA insurance policies are written to cover all, or a major portion of, an exporter's short-term or medium-term business.

Guarantees issued to commercial banks on their export loans extended without recourse on the exporter.

Discount loans to commercial banks based on their outstanding volume of export loans.

Direct loans to foreign borrowers, to enable them to purchase U.S. goods and services.

For further information on these programs, write or call:

Export-Import Bank of the United States,
811 Vermont Ave., N.W.
Washington, D.C. 20571
202-382-8166

Foreign Credit Insurance Association
250 Broadway
New York, N.Y. 10007
212-349-2160

Worldwide Business Services

International trade specialists in the Department of Commerce and Foreign Service Officers in the U.S. Embassies and Consulates around the world are continually developing specific commercial opportunities through which American companies can find buyers, agents, partners or investors overseas. Details on licensing and joint venture proposals, opportunities to sell to foreign firms and government agencies, and appoint agents, and on major construction and expansion projects and U.S. visits by foreign buyers are presented below.

Licensing, Investment Abroad

0910 — ARGENTINA — Well-established fishing operation employing modern trawlers and processing facilities seeks American collaborators for **processing fish and fish products for international markets.** Firm seeks to expand processing facilities which offers sales opportunities for U.S. suppliers of conveyor systems, freezing units and liver oil extraction equipment. Interested parties should be prepared to handle importation of products into U.S. and supervise inspection and quality control of products in Argentina. Details available from Office of International Investment, BIC-878, U.S. Department of Commerce, Washington, D.C. 20230. P-71394

2500—GERMANY—Licenses to manufacture **plastic coated and laminated furniture parts or profiles sections and parts for interior decorating.** Currently makes woodworking machinery and PVC coated fibre boards for furniture and fixtures. Annual sales $1.5 million. Laupheiner Werkzeugfabrik Friedrich & Co. K.G., 5 Fabrikstrasse, D-7958 Laupheim. WTD. P-71381

2800—GERMANY—Seeks joint venture with U.S. chemical manufacturers for **distillation of liquids and solvents.** Operates distillation plant with 600 ton per month capacity. Owns stations for filling tank cars and trucks and warehouse facilities. Located near major highway system. Richard Commentz, Commentz & Co., 2000 Hamburg 74, Billbrookdeich 122. WTD. P-71378

3069, 3800—ISRAEL—Licenses to manufacture **plastics products for research and the medical field.** Items of interest include petri dishes, pipettes for use in blood tests, ampuls and disposable syringes. Firm plans to build new plant. Has over 20 years experience; supplies hospitals and research institutes. Present facility equipped with injection and blow molding equipment. K. Rapoport, Managing Director, Yarkon Plastic Ltd., New Industrial Centre (North), 6 Hanekhoshet St., (near Shikun Sela), Tel Aviv. P-71379

3400—AUSTRALIA—Firm experienced in **cold rollforming** seeks license to manufacture products which would utilize its facilities. Company contract rolls wide variety of sections in all metal finishes and also produces a complete range of aluminum screen and door sections. Exports to Southeast Asia and the Pacific regions. Mr. J. Cumming, General Manager, Valectro Industries, 500 High St., Epping, Victoria 3076. WTD. P-71392

3430, 3585—SWITZERLAND—Seeks collaborative agreements to manufacture **equipment for heating, plumbing and air conditioning industries.** Will also consider the assembly or servicing of machinery. Specializes in production of heating and air conditioning systems. Occupies newly built facilities; employs about 30. P. Muller, Director, W. & P. Muller, Bernstrasse 17, 3600 Thun. WTD. P-71382 Brochure on firm's operations available from Office of International Investment, BIC-878, Washington, D.C. 20230.

3433—FRANCE—Licenses to manufacture **domestic garbage incinerators.** Not interested in large incinerators of commercial or industrial types. Currently produces and assembles special purpose machinery, boilers, and prototypes. Employs about 75. Constructions Mecaniques R.O.P., "Les Claviers," rue d'Argenteuil —95— Sannois. WTD. P-71386

3522—FRANCE—Well known manufacturer of **agricultural machinery** such as pick up balers seeks licenses to make additional products in this field. Company operates a well-equipped plant, employs around 8,000. F. W. Ramunke, General Manager, Usines Claas, France, 57-Woippy. WTD. P-71387. Brochure (in French) describing firm's activities available on loan from Office of International Investment, BIC-878, U.S. Department of Commerce, Washington, D.C. 20230.

3530—ENGLAND — Large engineering firm seeks licenses to manufacture **medium to heavy mechanical handling equipment,** particularly for steel mills and mobile lifting requirements. Products involving stainless steel or aluminum mass fabrication are of interest. C. M. Rann, Sales Manager, Fairey Engineering Ltd., P.O. Box 41, Crossley Road, Heaton Chapel, Stockport, Cheshire SK4 5BD. WTD. P-71383. Brochure available on loan from Office of International Investment, BIC-878, U.S. Department of Commerce, Washington, D.C. 20230.

3540 — ENGLAND — Manufacturing rights for **metal cutting and forming machine tools.** Particularly interested in machine tools of unique design. Employs about 220. J. B. Neesam, Group Product Manager, Kingston Group Sales, Kingston Instrument Co. Ltd., Cox Lane, Chessington, Surrey. WTD. P-71377

3540, 3560—ITALY—Large Italian subsidiary of U.S. paper mill machinery manufacturer wants to diversify production. Seeks licenses to make **rolling and related steel mill equipment; large pumps and compressors; heavy gear reducers; large metal-forming hydraulic and mechanical presses; metal extruding presses; calenders; and billet piercing machinery.** Currently, firm makes full range of paper and pulp mill machinery, also equipment for plastics industry. Employs over 1,000. M. Tesio, Industrial Products Division, Beloit Italia S.p.A., Via Martiri del XXI. 76, Casella Postale 62, 10064 Pinerolo (Torino). WTD. P-71385

3542, 3559 — GERMANY — Licenses to manufacture **machinery for production of plastic foam and for plastics processing.** Also interested in **plate bending machinery, press brakes, shears, presses and press formers.** Employs around 300, oper-

Licensing and investment proposals from foreign firms are listed in these columns. Specific product interests in each proposal are highlighted in bold type to facilitate identification and each proposal is preceded by the appropriate four-digit product number taken from the Standard Industrial Classification (SIC) Manual.

Background information on opportunities abroad and assistance on overseas investments are available from the Office of International Investment, U.S. Department of Commerce, BIC-878, Washington, D.C. 20230. "P" numbers should be used when responding to specific proposals.

For additional information on opportunities to manufacture foreign firm's products in the U.S., described under "Licensing In U.S.", write Commerce's Office of International Investment, BIC-874, or call 202-967-2248 referring to the File Number assigned each opportunity.

WTD indicates that a World Trade Directory Report containing financial and background information on the foreign firm is available for $2 from the Department of Commerce, BIC-924, Washington, D.C. 20230, or from any Commerce Field Office.

ates modern facilities. Has capacity to build large machinery. For details write: Gunter Nitsch, Manager, Market Development, German American Chamber of Commerce, 666 Fifth Ave., New York, N.Y. 10019. P-71380

3585, 3632—NIGERIA—Large, reliable firm seeks joint venture to **assemble air conditioners and refrigerators.** Company manufactures and distributes service industry machines. ADEBOWALE Electrical Industries Ltd., Ikorodu Road, P.O. Box 1905, Lagos. WTD. P-71395

3613—PERU — License and technical know-how arrangements sought to **manufacture connectors for high voltage transformers** by producer of fuse blocks and electric failure indicators. Rubber element of connectors also to be locally processed and connector licensors asked to offer technical assistance in manufacturing. Royalty offered in return for license and technical know-how, subject to negotiation. Initial annual production of 2,000 connectors planned but plant facilities to be prepared for expansion. Peruvian market growing and all connectors currently imported. Guillermo Bentin Sanchez, Managing Director, Electromecanica Central, S.A., Av. Elmer Faucett 346, Callao. WTD. P-71397

3662—WEST GERMANY—Producer of complete installations for room protection and burglary alarms seeks licenses for **security systems and alarm devices.** Firm anticipates growing market and wants to add products incorporating U.S. technology to its production and sales line. Annual volume approaches $1.5 million; about 130 employees. Dr. Alfred Ristow, D-7500 Karlsruhe-Durlach, Killisfeldstrasse 72, (P.O. Box 21). WTD. P-71388

3811, 3821—FRANCE—Licensing rights to manufacture **laboratory apparatus** and industrial **controlling instruments** sought by company experienced in the field. Firm produces, imports and distributes such laboratory instruments and industrial controls as silipams, thermostabilographs, cyclo-crushers, negatoscopes and coulometers. Founded in 1959, firm employs 50. SODEMI, Societe d'Etudes des Metaux Industriels, 19 avenue Carnot, 78- Croissy-sur-Seine. WTD. P-71393

3941 — WEST GERMANY — Licenses sought to manufacture **experimental, educational and scientific-technical toys in the field of natural science** by major producer in this field. Royalties to be terms of payment but willing to consider other terms. Cross licensing possible as firm's own experiment kits and scientific toys have broad market. Firm established in 1822, employs 300 and publishes scientific books and magazines geared to various age levels as well as educational and scientific toy kits. Franck'sche Verlagshandlung, W. Keller & Co., 5-7 Pfizerstrasse, P.O. Box 640, D-7000 Stuttgart 1, Baden-Wuerttemberg. WTD. P-71396

7011 — IVORY COAST — Hotel corporation owned by 11 African countries and Air Afrique seeks **American investment capital and management assistance.** Size will depend on scope of operation. Return will be arranged between parties. Would like to construct both medium-priced and luxury accommodations throughout the 11 countries. Presently building a first-class hotel in Libreville, Gabon. HOTAFRIC (Societe de Developpement Hotelier de l'Afrique de l'Ouest), B. P. 1545, Abidjan, Ivory Coast. P-71346

Licensing In U.S.

For additional information on opportunities to manufacture foreign firm's products in the U.S., write Commerce's Office of International Investment, BIC-874, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230, telephone Area Code 202-967-2248, referring to the appropriate FILE NUMBER assigned each opportunity listed below.

2443—TANZANIA—An engineer in Tanzania, the holder of an American patent on his **collapsible bulk liquid rubber container,** offers licensing rights for its production and marketing. The container may be used to carry liquids such as oil products, milk, liquid fertilizers and some types of powders such as cement. The container can be built to any capacity and size and is suitable for sea, rail, road and air haulage. **File 1861-R**

2679—SWITZERLAND—A Swiss manufacturing concern wishes to make licensing arrangements with an American company to manufacture their **programming relays** for the electrical control of a progressive cycle of operations or for selective counting, and similar operations. A major feature is that the programmer is exchangeable when a new program is required without any soldering work being necessary. Firm also wants to license the manufacturing of ballast units for fluorescent lighting. **File 1897-R**

3443—SWITZERLAND—A Swiss manufacturer of machinery and control apparatuses for the chemical and food industries wants an American sub-contractor to produce their **large fermentor vessels.** These are made of stainless steel and consist of a vertical cylinder shell, top and bottom dished ends, internal liquid and gas pressure, steam pressure in gasket or separate vessel with jacket or serpentines. Volume: 1 to 200 cu. meters; diameter 40 to 160 inches; pressure: 30 to 45 psi. Technical assistance would be provided by the Swiss company. **File 2074**

3494—GERMANY—A German firm seeks an American license for the production of their **solenoid valves** in the United States. The company reportedly is successful and has increased sales of solenoid valves in recent years by 40 and 60%. **File 1847-R**

3821 — SWITZERLAND — A reputable Swiss manufacturer of flow measuring and control devices, control panels and electronic steering apparatus wants to license the manufacturing of their newly-developed **measuring device** already in wide use by sewage treatment systems, and by the chemical and paper industries. This device is reported to be the first flow-measuring device which does not result in a loss of pressure; variation of the electrical resistance of the liquid does not affect precision. **File 2075**

Largest Private Dutch Mining Firm Seeks Partner, Licenses

The largest private coal mining company in the Netherlands wishes to diversify through joint ventures or licensing. In addition to special government incentives, it offers capital and credits, building sites adjacent to modern transport facilities, retrainable labor and substantial low-cost power.

The company will consider wholly new enterprises but is particularly interested in expanding subsidiaries established under its diversification program. These include a firm manufacturing heavy machinery parts, including castings and metalworking, with sales facilities throughout Europe; a subsidiary making control, measuring and switchboard panels, printed circuits and electronic equipment; a newly built factory producing screw machine products, railway clamps and scaffolding material; an affiliate engaged in quarrying and processing high grade quartz sand; a plant designing and manufacturing moulds for technical rubber and plastics products as well as the products themselves; and a subsidiary processing synthetic fibers under an American license of the type they are currently seeking.

Additional information is available from the Office of International Investment, BIC-878, U.S. Department of Commerce, Washington, D.C. 20230.

Korea Seeks U.S. Investment

Korea's Ministry of Commerce and Industry and its Korea Trade Promotion Corporation (KTPC) have recently accentuated efforts to develop the electronic industry.

A special English language issue of *Korea Business*, published by KTPC, lists details of a project involving construction of 12 electronic appliance and 29 electronic parts plants as well as other projects involving construction of plants for manufacturing toys, ceramics, tiles, circuit breakers and copper refinery. The booklet also contains the text of Korea's Foreign Capital Inducement Law. Firms have only to furnish company name, address and nature of business to Public Information Department, Korea Trade Promotion Corporation, IPO Box 1621, Seoul, Korea, to receive a free subscription to the monthly *Korea Business*. Inquiries concerning investment in the electronic project should be addressed to In Kyun Lah, Korea Electronics Industry Information Office, 1212 Avenue of the Americas, New York, N. Y. 10036.

UNIDO Schedules Conferences

The United Nations Industrial Development Organization has scheduled conferences in Singapore and Abidjan where potential investors will have a chance to review specific opportunities with Asian and African delegates. Co-sponsoring the Nov. 3-11 meeting in Singapore and the Nov. 24-Dec. 1 session in Abidjan will be the U.N.'s Economic Commission for Asia and the Far East, the African Development Bank, and the U.N.'s Economic Commission for Africa.

Projects are being prepared by governments and private companies in Asia and Africa and will be made available to representatives attending the meetings. The Singapore conference will emphasize projects in the agribusiness and light industry fields. U.S. companies are invited to present their proposals at the conferences. Interested American businessmen may secure additional details from A. J. Aizenstat, Director, UNIDO Office, United Nations Building, New York, N.Y. 10017, referring to P-71389.

Foreign Trade Opportunities

These trade opportunities are based on reports received from the U.S. Foreign Service by the Business Opportunities Staff and other units of the Bureau of Domestic Commerce (BDC), U.S. Department of Commerce, Washington, D.C. 20230. The commodities in which foreign firms have interest are indicated by the five-digit numbers and commodity classifications which are from the Standard Industrial Classification (SIC) Manual and the Numerical List of Manufactured Products, 1967 Census of Manufacturers, used extensively by Government and industry.

U.S. firms should be aware that the listing in Commerce Today *of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the Department of Commerce pursuant to the Export Administration Act of 1969. Applicable export licensing regulations must be followed.*

Every effort is made to include only firms or individuals with good reputations. However, the Department cannot be responsible for any trade relations.

The mark (●) indicates that this trade opportunity is a request for bids by a foreign government agency. A (★) at the end means that additional information may be borrowed by U.S. firms from the individual division of BDC. To avoid delays, requests for loan material should specify the country, commodity and foreign government agency.

WTD indicates that a World Trade Directory Report containing financial and business background information on the foreign firm is available for $2 from the U.S. Department of Commerce, BIC-924, Washington, D.C. 20230, or any Commerce Field Office.

Direct Sales

Specific foreign firms have expressed interest in direct purchases of the products below. See also the "Agencies" listing.

Miscellaneous agriculture

01920—ISRAEL—Vegetable, flower seeds, including field seeds. R. Cohen & Son (importer, distributor/wholesale, retailer), 33 Jaffa-Tel Aviv Rd., Tel Aviv. WTD in prep.

01930—GERMANY—Tails from squirrels, weasel, kolinsky, fitch, civet, skunk, zorino, raccoon, marmot, ringcats, bear, goat, goatskin, ox-ear. Correspondence requested in German. Carl. E. Brandes, attn: Mr. Voss (importer, dist., mfr.), 3000 Hannover, Walderseestrasse 4. WTD in prep.

Canning, preserving foods

20321 — SINGAPORE — Canned baby foods, fruits, vegetables, desserts, etc. Mgr., Consumer Goods Div., Jackson's Malaya Berhad (importer, dist., agent), P.O. Box 341, 132/126 Robinson Rd., Singapore 1. WTD 6/70.

Grain mill products

20413—FRANCE—Corn meal for animal feed, (cereals—maize—soya—etc). Guyomarc'h, Etablissements (importer, dist., mfr.), 1, rue Alexis-Léguillon, 56-Vannes. WTD 5/70.

20421 — FRANCE — Complete poultry feeds. Guyomarc'h, Etablissements (importer, dist., mfr.), 1, rue Alexis-Léguillon, 56-Vannes. WTD 5/70.

20422 — FRANCE — Complete livestock feeds. Guyomarc'h, Etablissements (importer, dist., mfr.), 1, rue Alexis-Léguillon, 56-Vannes. WTD 5/70.

20424—ISRAEL—Bird seeds, all kinds. R. Cohen & Son (importer, dist./wholesale, retailer), 33 Jaffa-Tel Aviv Rd., Tel Aviv. WTD in prep.

20460—FRANCE—Wet process corn byproducts. Guyomarc'h, Etablissements (importer, dist., mfr.), 1, rue Alexis-Léguillon, 56-Vannes. WTD 5/70.

20460—ITALY—Maize flour. Moretti S.p.A. (mfr.), Via Rampinelli 13, Bergamo. WTD 5/71.

Confectionery

20716 — JAPAN — Confectionery-type chocolates, toffees. Inagaki Trading Co., Ltd. (importer, dist., exporter), 4-27 Sakae 2-chome, Naka-ku, Nagoya. WTD 7/71.

20730—BOLIVIA—Gum, chewing. Correspondence requested in Spanish. José Gonzales R. y Alfredo Carmona M. (importer, retailer), Calle Adolfo Ortega 636, P.O. Box 5588, La Paz. WTD in prep.

Food preparations

20922—ITALY—Soybean flour. Moretti S.p.A. (mfr.), Via Rampinelli 13, Bergamo. WTD 5/71.

20941—UNITED ARAB REPUBLIC—Animal oils, including fish oil, other marine animal oils; byproduct meal, inedible grease and tallow from animal fat, bones, meat scraps. The Nile Bureau—Technical & Trading Consultants (importer), P.O. Box 1841, 8, Abdel Hamid Said St., Cairo. WTD in prep.

Broad woven fabric mills, cotton

22116 — JAMAICA — Corduroy fabric; quantity: 5,000 yds. Quotations: c.i.f. Kingston. Trend Corp. Ltd., Attn: Roy Lyn Shue (importer, mfr.), 72 Tower St., Kingston. WTD 7/71.

22117—ITALY—Cotton fabrics (such as denims, jeans, twills, etc.) widely used in manufacture of men's, women's, children's slacks. Exclusive selling franchises for Italy. Ducci Guido & C. S.A.S. (mfr.), 85 Via della Scala, 50123 Florence. WTD 7/71.

22118—ITALY—Cotton bedsheets, pillowcases; medium and fine quality. Exclusive selling franchises for Italy. Ducci Guido & C. S.A.S. (mfr.), 85 Via della Scala, I 50123 Florence. WTD 7/71.

22119—ITALY—Cotton towels, especially terry cloth towels, other bathroom textile furnishings; medium and fine quality. Exclusive selling franchises for Italy. Ducci Guido & C. S.A.S. (mfr.), 85 Via della Scala, I 50123 Florence. WTD 7/71.

Knitting mills, products

22562—JAMAICA—Knitted material for making sports vests; specifications: inter-locking knits. Price: c.i.f. Kingston. Antillean Import-Export Co. Ltd., Attn: Gene McDonald (importer), 91 Harbour St., Kingston. WTD in prep.

Floor covering mills, products

22720—SINGAPORE — Tufted carpets, rugs. Mr. Donald Moore, Donald Moore Assoc. (Pte) Ltd. (importer, dist.), 635-637 East Coast Rd., Singapore 15. WTD in prep.

Men's, boys' furnishings

23291 — ITALY — Men's artificial fiber water repellent ski jackets; men's hunting outfits. Ciulla Giovanni (importer, dist., agent), Lungotevere dei Mellini 7, 00193 Rome. WTD 7/71.

23292 — ITALY — Men's swimwear, ski, snow pants. Ciulla Giovanni (importer, dist., agent), Lungotevere dei Mellini 7, 00193 Rome. WTD 7/71.

Women's, misses', juniors' outerwear

23393 — ITALY — Sweaters, jackets and jerseys; ski, snow suits. Attractive, fancy (no classic-styles), low-priced articles for misses, juniors from 15 to 25 yrs. of age. Ciulla Giovanni (importer, dist., agent), Lungotevere dei Mellini 7, 00193 Rome. WTD 7/71.

Miscellaneous apparel, accessories

23860—ITALY—Men's, misses, juniors' leather, artificial leather clothing. Ciulla Giovanni (importer, dist., agent), Lungotevere dei Mellini 7, 00193 Rome. WTD 7/71.

Fabricated textile products

23920—ITALY—Cotton tablecloths, table sets, medium and fine quality. Exclusive selling franchises for Italy. Ducci Guido & C. S.A.S. (mfr.), 85 Via della Scala, I 50123 Florence. WTD 7/71.

Pulp mills

26111—INDIA—Large quantities of wood pulp required for manufacturing rayon filaments, tire cords. Rallis India Ltd., Attn: George E. Aperghis (importer,

mfr., agent), Ralli House, 21 Raveline St., P.O. Box 166, Bombay 1. WTD 1/71.

Paper mills

26210—PAKISTAN—Fifty tons of special paper in reels of 0.007″ caliper to be used for manufacture of computer punch cards. Requests quotations, c. & f., Karachi. Computer Forms Manufacturers (importer), Kaderbhai Karimjee Bldg., Frere Rd., Karachi-1. WTD in prep.

Converted paper, paperboard

26412 — THAILAND — Black file board with coated waterproof surface; thickness: approximately 1.3 mm.; size: 26″ x 28″ and 14″ x 21″. Requests samples, c.i.f. Bangkok prices, including margin of 5% commission for importer. Sharmaco Impex R.O.P. (importer, dist.), 283 Rajawongse Rd., P.O. Box 1188, Bangkok. WTD in prep.

26414—CANADA—Filament tape, reinforced, bidirectional, self-adhesive, strapping tape; rolls in following sizes —½″, ¾″ and 1″ x 60 yds., preferred size —¾″; clear cellulose tape—72 yds. x ½″, ¾″, 1″—preferred size—½″. R. W. Alexander & Co. Ltd. (importer, dist., mfr.), 1275 Wellington St., Ottawa, Ontario K1Y 3A6. WTD 2/71.

26440—SINGAPORE — Wallpaper. Mr. Donald Moore, Donald Moore Assoc. (Pte) Ltd. (importer, dist.), 635-637 East Coast Rd., Singapore 15. WTD in prep.

26491 — THAILAND — Woodfree azure laid ledger paper, size 31″ x 43″, weight 90 grms., 110 grms., 120 grms.; "WB" deep pink blotting paper, size 17½″ x 22½″, weight 57 lbs.; packing 150 sheets in a packet. M.F. white woodfree airmail paper; Barcino white onion skin airmail paper, size 22″ x 34″, weight 32/34 grms/m²; Finish white cockle airmail paper with water marks, size 22″ x 34″, weight 30 grms/m²; packing 150 sheets per packet. Requests samples, c.i.f. Bangkok prices, including margin of 5% commission for importer. Sharmaco Impex R.O.P. (importer, dist.), 283 Rajawongse Rd., P.O. Box 1188, Bangkok. WTD in prep.

Greeting card manufacturing

27710 — NETHERLANDS — Greeting cards, films for printing greeting cards. Direct purchase and/or licensing arrangement. Sales territory Benelux area. Gebr. Spanjersberg N.V., Attn: J. Spanjersberg, Purchase Mgr. (importer, dist., mfr.), 50 Hoogstraat, or P.O. Box 800, Rotterdam. WTD 5/71.

Industrial chemicals

● **28100—BURMA**—Supply of pyridine denatured methanol, 1,200 drums, packed in 45 imp. gallon brand new steel drums (18 gauge) internally lined with 2 coats pale grey R.I.C. 2088 enamel L.P. 2 complete with 2 inch and ¾ inch trisure bungs, washers and seal caps. Methanol shall comply with the requirements of British Standard 506: 1966 denatured with 0.5% pyridine. To be shipped in three equal shipments of 400 drums each, arriving at Rangoon in February, June and October 1972. Item is to be used in mixing with distilled demineralized water for restoring or augmenting the thrust of Turbo-propeller aircraft engines. Tender No. YENAN/YAUNG/LAYA-T8, bid deadline Sept. 15. Marketing Manager, Myanma Oil Corporation, P.O. Box No. 1049, No. 622 Merchant Street, Rangoon. Tender with specifications available from the Chemicals, Petrolum and Rubber Division, BDC-712, U.S. Department of Commerce, Washington, D.C. 20230. ★(202-967-3464). A copy of tender is also available for review at the Department of Commerce Field Office, 11444 Federal Building, 450 Golden Gate Avenue, San Francisco, California 94102. (Telephone: 415-556-5868).

● **28100—BURMA**—Chemicals for pulp and paper manufacture, caustic soda, 2,000 tons, solid, in drums; bleaching powder, 1,550 tons, available chlorine more than 35%; sodium sulphide, 900 tons, solid, in drums, for use in digestion of bamboo chips; sodium sulphate, 500 tons; aluminum sulfate (alum), 150 tons, paper maker's alum; china clay, 1,800 tons; ultimarine blue, dye, 100 Kg.; felt washing agent, 250 Kg.; slime control agent, 3 tons; hydrochloric acid, 35% HCl, 100 tons; titanium dioxide, 24 tons, trisodium phosphate for boiler use, 1 ton; and anti foam agent, 2.4 tons. Shipment should be arranged by the supplier of an order on C&F basis. Shipment expected during month or months before September 1972. Tender #(58)(T)PF & CIB(S)(70-71)/1972. Bid deadline Sept. 15. Secretary, Paper Factory and Chemical Industries Board, Rangoon, Burma. Tender specifications available from the U.S. Department of Commerce—712 Chemical, Petroleum, and Rubber Division, Washington, D.C. 20230 ★(202-967-3468). A review copy will also be available at the Department of Commerce Field Office, 11444 Federal Building, 450 Golden Gate Avenue, San Francisco, California 94102 ★(415-556-5868).

28182—NETHERLANDS—Acyclic chemicals, other industrial petrochemicals. Representations for Benelux, other European countries. Pulpchemie, N.V., attention: Mr. M Stöcker, 73 Nijenburg, P.O. Box 7040, Amsterdam. WTD 7/71

28185 — GERMANY — Organic chemicals for paint, varnish and lacquer industry, photo industry, pharmaceutical, cosmetic industry, rubber, plastic manufacturing industry. Correspondence requested in German. Stoeber KG, Chemikalien, Oele, Fette, Attn: R. Meywald (importer, dist., exporter), 2000 Hamburg 1, Spaldingstrasse 70. WTD in prep.

28199—GERMANY—Inorganic chemicals for paint, varnish, lacquer industry, photo industry, pharmaceutical, cosmetic industry, rubber, plastic manufacturing industry. Correspondence requested in German. Stoeber KG, Chemikalien, Oele, Fette, Attn: R. Meywald (importer, dist., exporter), 2000 Hamburg 1, Spaldingstrasse 70. WTD in prep.

Drugs

● **28300 — TUNISIA** — The Republic of Tunisia's Pharmacie Centrale de Tunisie, 51, Avenue Charles Nicolle, El Menzah, Tunis, has issued an invitation for the supply of medicinal chemicals and related items. Tender No. III/1972, with a bid deadline of Sept. 15, 1971, calls for bids on upwards of 500 items, including acetic acid, 1,000 liters; nitric acid, 500 liters; crystalized salicylic acid, 1,500 kg.; sulfuric acid, 1,500 liters; ethyl alcohol, 1,000 liters; aluminum powder, fine, technical, 99.5%, 30 kg.; aluminum and potassium sulfate, 3,750 grams; ammonium nitrate, 25 kg.; benzyl benzoate, 650 liters; bismuth subnitrate, 2,000 kg.; calcium carbonate precipitated, 250 kg.; crystalized calcium chloride, 150 kg.; artificial camphor pulverized, 450 kg.; carbon tetrachloride, 75 kg.; chloroform, 200 liters; sulfuric ether, 17,500 liters; ferrous sulfate, 30 kg.; gelatin powder, 50 kg.; glucose anhydrous, 500 kg.; glycerine, pure, 3,600 kg.; aluminum silicate, 3,000 kg.; purified mercury, 400 kg.; methyl salicylate, 100 liters; phenacetin, 100 kg.; pyramidon, 150 kg.; congo red, 100 grams; neutral red, 500 grams; crystalized sodium acetate, 50 kg.; sodium benzoate, 1,000 kg.; sodium bicarbonate, 3,000 kg.; sodium borate, 1,000 kg.; sodium chloride, 1,000 kg.; caustic soda lozenges, 650 kg.; sodium sulfate anhydrous, 2,500 kg.; talcum powder, 2,250 kg.; vaseline, 17 tons; zinc oxide, 600 kg.; caffeine base, 100 kg.; distilled rose water, 1,500 liters; extract for Desessartz syrup, 1,300 kg.; extract for pectoral syrup, 1,600 kg.; extract for Tolu syrup, 1,650 kg.; sodium hydroxide normal, 1 liter dose, 200 ampuls; tincture of arnica, 500 ml., 25 bottles; tincture of belladonna, 3,500 liters; etc., etc. Copies of this tender are available from the Chemicals, Petroleum and Rubber Div., BDC-712, U.S. Department of Commerce, Washington, D.C. 20230 ★(Telephone: 202, 967-2239). A review copy also is available at Commerce Field Office, 11444 Federal Building, 450 Golden Gate Ave., San Francisco 94102 (Telephone: 415, 556-5868).

Gum, wood chemicals

28612—NETHERLANDS—Natural wood chemicals. Direct imports, representations requested for Benelux countries, other European countries. Pulpchemie N.V., Attn: M. Stöcker (importer, dist., agent), 73 Nijenburg, P.O. Box 7040, Amsterdam. WTD 7/71.

Agricultural chemicals

28790 — ISRAEL — Seed treatment compounds/agricultural chemicals (pesticides, fungicides, grass/weed killers, all kinds). Hagarim Ltd. (importer, dist./wholesale, mfr.), 11 Carlebach St., Tel Aviv. WTD in prep.

Tires, tubes

30113—NETHERLANDS—Used or obsolete aircraft tires and casings. Sj. van der Heide N.V., Attn: D. Reichman (importer), Prins Alexanderweg 114, Huis ter Heide (Zeist). WTD 7/71.

Handbags, personal leather goods

31720 — GERMANY — Leather personal goods. Prices c.i.f. European ports. Walter Broch Nachf. (dist., mfr., exporter), 565 Solingen, Schuetzenstr. 121. WTD 6/71.

Leather goods

31990—GERMANY — Leather novelties. Prices c.i.f. European ports. Walter Broch Nachf. (dist., mfr., exporter), 565 Solingen, Schuetzenstr. 121. WTD 6/71.

Pottery, related products

32630—SINGAPORE—Fine earthenware utensils (crockery). Mr. Donald Moore, Donald Moore Assoc. (Pte) Ltd. (importer, dist.), 635-637 East Coast Rd., Singapore 15. WTD in prep.

Abrasive, asbestos, nonmetallic mineral products

● **32900—IRAN**—100 grinding wheels. Tender No. 630/50, bid deadline Sept. 21. Iranian State Railways, Teheran. Copies

of this tender are available from Metalworking Program, BDC-774, U.S. Department of Commerce, Washington, D.C. 20230 ★(Telephone: 202-967-5652).

32922—PHILIPPINES—Brake shoe lining for automobiles. Mandee Commercial (importer, dist.), 147 8th St., 11th Ave., Caloocan City, P.O. Box 1553, Manila. WTD in prep.

32932—SOUTH AFRICA — Automobile gaskets. Payen Components South Africa Ltd., Div. of Turner Engineering Products (Pty) Ltd. (importer, dist., mfr.), Burman Road, Deal Party Estate, (P.O. Box 9005), Port Elizabeth, Cape Province. WTD 6/71.

Steel mill products

33121—PORTUGAL—Pig iron ingots, content (with following analysis): carbon 3.5-4 percent; silicon 3-3.5; manganese 0.7-1; phosphor 0.5-0.7; maximum sulfur 0.05. FUNDIÇÃO e Construção Mecanicas, S.A.R.L. (importer, mfr.), Apartado 2711, Lisbon 2. WTD 3/71.

Iron, steel foundries

33210—ISRAEL—Iron and steel castings, all kinds according to drawings to be submitted by inquirer. Beth-Shemesh Engines Ltd. (importer, mfr.), P.O. Box 88, Beth-Shemesh. Attn: Y. Attali, Import/Export Manager. WTD 10/70.

Rolling, drawing and extruding of nonferrous metals

● **33500—INDIA**—Supply of 1500 metres (1648 yds.), in 10 lengths of 150 metres (164.8 yds.) each, flexible trailing cable, suitable for 500 volts 50 cycles 3—phase AC supply, comprising 3-main power cores of 95 sq. mm each and 3-earth conductors 25 sq. mm each of high conductivity. Outer covering to be of neoprene or rubber, inner sheathed with PVC. Overall dia. not to exceed 50 mm. within the overall specified dia. will also be considered. The cable shall conform with the latest British/Indian standards or approved equivalent thereof. Tender no. 1209/BPO. Pr/60239/E—2029. Bid deadline Sept. 23. Contact Mr. R. N. Gupta, Chief Purchase Officer, Beas Purchase Organization, Talwara Township, Dist. Hoshiarpur, Punjab.

● **33500—INDONESIA**—Supply of underground and overhead telephone cables, types and quantities as follows: self-supporting plastic cable, 0.6 mm. conductor size number of pairs in cable from 6-50, total quantity 157 K M S; lead-covered star quad armored cable, 0.6.8 conductor size, number of pairs in cable vary from 1-240, total quantity 776 K M S; lead-covered unit twin PE jacket cable, 0.4 mm. conductor size, number of pairs in cable vary 600-1800, total 28 K M S; lead covered unit twin armored cable, 0.4 mm. conductor size, number of pairs in cable vary 100-400, total 15 K M S; drop wire 0.6 mm. conductor size, one pair in cable, total 523 K M S. Tender No. T-27. Bid deadline Nov. 4. Contact First Director, Perum Telekomunikasi, Kantor, Pusat, Bandung, Indonesia. Bid shall be marked: "Cables Tender (IDA CREDIT), not to be opened by registry." ★(202-967-4718)

Nonferrous foundries

33610—ISRAEL—Nonferrous castings, as per drawings to be submitted by inquirer. Bet-Shemesh Engines Ltd. (importer, mfr.), P.O. Box 88, Bet-Shemesh. Attn: Y. Attali, Import/Export Manager. WTD 10/70.

Primary metal industries

33910—ISRAEL—Iron, steel forgings as per drawings to be submitted by inquirer. Bet-Shemesh Engines Ltd. (importer, mfr.), P.O. Box 88, Bet-Shemesh. Attn: Y. Attali, Export/Import Manager. WTD 10/70.

33910 — NETHERLANDS — Anchors, anchor chains. Agency, direct purchase, participation. Sales territory Benelux or western Europe. Industriele Handelmaatschappij Willem Pot N.V. Attn: Bastiaan Pot Bzn, Mgr. (importer, dist., exporter), 45 Stationsplein, or P.O. Box 29102, Rotterdam. WTD 7/71.

33920 — ISRAEL — Nonferrous forgings according to drawings of inquirer. Bet-Shemesh Engines Ltd. (importer, mfr.), P.O. Box 88, Bet-Shemesh. Attn: Y. Attali, Import/Export Manager. WTD 10/70.

Cutlery, hand tools, general hardware

34233—FRANCE—Large size dibbles for use in gardening; grass aeration tools. Societe pour L'Expansion du Jardinage (importer, dist.), 71, rue de Colombes, 92-Asnières. WTD in prep.

Heating apparatus, plumbing fixtures

34331—NETHERLANDS—Burner units for fuel oil. Direct purchase, agency, representation, for West Germany, Sweden, Norway, Denmark, Belgium, Switzerland, Britain, Italy. N.V. Mercator Im- & Exportmaatschappij Holland, Attn: Herman Kramer, Mgr. (importer, dist., exporter), 31 Blaak, Rotterdam. WTD 5/71.

34336—NETHERLANDS — Burner units for natural gas, especially automatic burner with capacity from 500,000 b.t.u./hr. to 20,000,000 b.t.u./hr.; atmospheric gas burners. Direct purchase or agency for western Europe. N.V. Mercator Im- & Exportmaatschappij Holland, Attn: Herman Kramer, Mgr. (importer, dist., exporter), 31 Blaak, Rotterdam. WTD 5/71.

Fabricated structural metal products

34492—ISRAEL— Prefabricated/portable metal buildings (insulated), for garages, hangars, sport-halls; dwellings/homes (4-6 families); vacation homes, camp buildings; including panels/parts/sections for prefabricated buildings. Direct purchase & agency. Bintex Agences Generales (importer, dist., agent), P.O. Box 39031, Tel Aviv. WTD in prep.

34493—JAMAICA—Mobile yard ramp for use in unloading containerized cargo. Quotations: c.i.f. Kingston. Western Terminals Ltd., Attn: Frank Woolward (dock operators), P.O. Box 515, Newportwest, Kingston. WTD in prep.

Engines and Turbines

● **35100-COLOMBIA**—Invitation to bid on supply of four pelton turbines, 173,000 h.p. each, with four regulators, four intake globe valves, and related auxiliary equipment, to be installed at Chivor Hydro-electric Plant, Bogota. Tender No. CH-102, bid deadline Oct. 6. Specifications available for $100 to Account No. 00203240 of Interconexion Electrica S.A., Banco de Bogota, Bogota, Colombia. Financing by Inter-American Development Bank. For additional information contact Gerente, Oficina De Interconexion Electrica, S.A., Calle 37, No. 8-43, Bogota, Colombia.

Farm machinery

35223—AUSTRALIA—Planting machines developed for wet, marshy country capable of planting in areas with stumps and/or large chunky material in surface soil. Ability to cope with side slopes and to apply fertilizers or weedicides desirable. Required for several thousand acres of former pine plantations cut down recently for pulpwood after 15-25 yrs. growth. A.P.M. Forests Pty. Ltd., Attn: M. J. Hall, Sr. Research Forester (importer, dist., mfr.), P.O. Box 37, Morwell, Victoria 3840. WTD in prep.

35223—ISRAEL— Plant/seeding/fertilizing machinery, equipment; including dusters, sprayers, lawnmowers. Hagarim Ltd. (importer, dist., mfr.), 11 Carlebach St., Tel Aviv. WTD in prep.

35224—AUSTRALIA—Slash and tree stump treating equipment for large scale pine plantations. A.P.M. Forests Pty. Ltd., Attn: M. J. Hall, Senior Research Forester (importer, dist., mfr.), P.O. Box 37, Morwell, Victoria 3840. WTD in prep.

Construction, mining, materials handling machinery, equipment

● **35300—CHILE**—International bids for supply of ten tire-mounted, 65 H.P., diesel tractors complete with hydraulic excavators and front end loaders. World Bank financing. Contact Empresa Nacional de Electricidad S.A., Calle Alonso Ovalle #679, Apt. 62, Santiago, Chile, for technical specifications at $4.00 per set. Bidders must be legally represented in Chile.

● **35300—GUATEMALA** — Ministry of Public Works is interested in purchasing construction machinery and vehicles worth about $3.5 million. Invitation for bids and bidding documents available at: Direction General de Caminos, Seccion de Especificaciones, La Aurora, Zona 13, Guatemala City. Tender No. LP 59-71, bid deadline Sept. 28. Bids will be accepted in the manner described in the bid documents only from Guatemalan dealers or from firms located in member countries of the Inter-American Development Bank.

● **35300—INDIA**—Thirty 75 mm. (2.95 inches) bore automatic feed stopers for overhead wet drilling, suitable for operation with compressed air at a pressure of about 80 p.s.i. for drilling 2400 mm. (94.5 inches) depth holes. Tender No. PUR/KH/RGC/M (150) /GLOBAL/ 71-E 1613; bid deadline September 15, 1971. Khetri Copper Project, Hindustan Copper Ltd., P.O. Khetri Nagar Dist. Jhunjhunu (Rajasthan). Specifications available on a short term loan basis to firms domiciled in the U.S. from the General Industries Division, BDC-772, U.S. Dept. of Commerce, Washington, D.C. 20230 ★(Telephone: 202 967-4317).

● **35300—INDIA**—One diesel electric locomotive crane with 120 ton lifting capacity. Bid deadline September 13, 1971. Tender No. PURXIII/90089. Contact Chief of Materials, Bokaro Steel Ltd., Purchase Division, P.O. Bokaro City, Dhanbad, Bihar, India. Cost of documents $13.33, excluding postage.

35319 — NETHERLANDS — Winches, all types, dredging machinery, equipment. Direct purchase, agency, participation in Benelux or western Europe. Industriele Handelmaatschappij Willem Pot N.V., Attn: Bastiaan Pot Bzn, Mgr. (importer, dist., exporter), 45 Stationsplein, or P.O. Box 29102, Rotterdam. WTD 7/71.

35351—AUSTRIA—APC conveying systems. T. G. W. Transportgeraete Wels K.G. (importer, dist., mfr.), Linzerstrasse 260, A-4600 Wels. WTD on Best Ges. m.b.H. 6/70.

35352—AUSTRIA—Wheels, rollers, rolls, ball-bearing, others for production of conveying equipment. T. G. W. Transportgeraete Wels K.G. (importer, dist., mfr.), Linzerstrasse 260, A-4600 Wels. WTD on Best Ges. m.b.H. 6/70.

35350—ISRAEL — Conveyors/conveying equipment, systems including parts, attachments, accessories. Electrical Mechanical Products Ltd. (importer, dist., mfr.), c/o Kibbutz Kfar Blum; Kfar-Blum, Upper Galilee. Attn: Mr. Y. Sasson, Plant Mgr. WTD in prep.

35360—ISRAEL—Hoists, cranes, monorail-systems, related equipment. Electrical Mechanical Products Ltd. (importer, dist., mfr.), c/o Kibbutz Kfar Blum; Kfar-Blum, Upper Galilee. Attn: Mr. Y. Sasson, Plant Mgr. WTD in prep.

Metalworking machinery

35421 — ISRAEL — Presses, hydraulic/pneumatic, related machine tools for punching, shearing, bending, forming of metal products. Direct purchase & agency. Bintex Agences Generales (importer, dist., agent), P.O. Box 39031, Tel Aviv. WTD in prep.

35452 — ISRAEL — Precision measuring tools, accessories for metalworking industry. Electrical Mechanical Products Ltd. (importer, dist., mfr.), c/o Kibbutz Kfar Blum; Kfar-Blum, Upper Galilee. Attn: Y. Sasson, Plant Mgr. WTD in prep.

35481—INDIA—Cold rolling strip mill having capacity to roll from 8 G to 26 G; complete pickling plant with mechanical movement of strips, annual capacity about 12,000 metric tons; complete strip bright annealing plant electrically heated, annual capacity about 12,000 metric tons; gang slitter 50 inches width to slit coils up to 10 metric tons capacity. Requests quotations. Munial Steel, (mfr.), Hero Nagar, G.T. Road, Ludhiana-3, Punjab. WTD in prep.

Special industry machinery

35521 — ISRAEL — Winding-machine to wind yarn in spherical pattern, as foundation for volley balls, basket balls, etc. Rubber Factory Franz Levi Ltd. (importer, mfr., exporter), P.O. Box 787, Haifa. WTD 2/70.

35522 — PAKISTAN — Plant, machinery for cotton spinning mill, 12,500 spindles including auxiliary equipment, accessories, testing equipment, air conditioning, components, spare parts. Bid deadline Sept. 10, 1971. Specifications available from International Business Opportunities, BOS-584, Rm. 3515, U.S. Dept. of Commerce, Washington, D.C. 20230. East Pakistan Hosiery Spinning Mills Ltd. (importer), 17, Nawab Salimullah Rd., P.O. Box No. 24, Narayanganj, Dacca, East Pak. WTD in prep.

35531—MEXICO—Used or rebuilt machine for production (rod milling) of round wooden rods for use in manufacturing of coops used in transporting poultry. Machine should have interchangeable milling heads for 7/8" and 7/16" diameter rounds; production capacity of 6,000 linear ft. per 8 hr. shift. Sr. Bernardo Gutierrez Zorrilla Beraiz, S.A. (importer, mfr.), Edificio El Roble, Juárez Sur 800-Despacho 810, Monterrey, N.L. WTD in prep.

35551—TURKEY—One offset type continuous forms printing machine capable of processing 8000 rolls per hr., printing in more than two colors simultaneously, capable of folding processed rolls, combining them with carbon. Minimum printing area to be 42 centimeters. Askin Basimevi (printing establishment), Rihtim Caddesi, Frank Han Çikmazi 127/1/1-B, Istanbul. WTD in prep.

35594 — FRANCE — Rubber injection presses. REP, Département de Solyvent-Ventec S.A. (mfr.), 61 rue Francis de Pressensé, 69-Villeurbanne. WTD in prep.

35594—JAMAICA—Machinery for making rubber bands; must be capable of making at least six sizes. Quotation: c.i.f. Kingston. Mr. Franklin Chai-Chong (importer), 11 Courtney Dr., Trafalgar Park, Kingston 10. WTD 11/70.

35595 — ARGENTINA — Machinery for manufacturing toothbrushes; machinery for washing, preparation of natural bristle. Correspondence requested in Spanish. Walter Roth (dist.), Bme. Mitre 268, Trelew, Provincia del Chubut. WTD in prep.

35595—ARGENTINA—Machinery, equipment for manufacturing artists' brushes. Máximo Martínez (mfr.), Escalada 578, Buenos Aires. WTD in prep.

35595—GERMANY—Machinery for glass working: cutting, grinding, polishing, beveling, washing, drying, boring, packaging of flat glass, i.e. microscope slides, cavity slides up to 2mm thickness. Paul Marienfeld K.G. (mfr.), 10 Beim Oelsteg, P.O. Box 205, D-6990 Bad Mergentheim. WTD 7/71.

35595—GERMANY—Laminating apparatus, equipment. Prices c.i.f. European ports. Direct purchase & agency, Osthoff-Datentechnik (importer, mfr., agent), 27 Ottweiler Str., 4 Duesseldorf. WTD 6/71.

35595—JAMAICA—One leather finishing, dressing machine; one leather stripping machine; 220V, 50 cycle, 3 phase. Quotations c.i.f. Kingston. Things Jamaican Ltd., Plant Manager: Charles Brammer (mfr.), Bumper Hall Rd., Kingston. WTD in prep.

35595—PHILIPPINES—One complete set of machinery, equipment for manufacture of incandescent and fluorescent bulbs, medium size, brand-new or used. Mr. Antonio Chua (mfr.), c/o Artex Development Co., Inc., Arnel Bldg., 435 Juan Luna St., Binondo, Manila. WTD in prep.

General industrial machinery

● 35600 — INDONESIA — Five natural gas compressor units. Compressors will be part of gas supply system. Tender No. 001/T6/71; bid deadline Sept. 15, 1971. P.N. Pertambangan Minjak Dan Gas Bumi Nasional, Djalan Perwira 6, Djakarta. When received, specifications available on a short-term loan basis to firms domiciled in the U.S. from the General Industries Division, BDC-772, U.S. Dept. of Commerce, Washington, D.C. 20230 ★(Telephone: 202-967-4317).

35690—NETHERLANDS—Stationary & portable fire extinguishing systems for marine, industrial use. Direct purchase, representation and/or joint-venture arrangements. Sales territory Benelux area. Technisch Bureau van Rijn N.V., Attn: J.A.F. van Rijn Sr., Gen. Mgr. (importer, dist., agent), 41 Katshoek, Rotterdam. WTD 5/71.

35690—AUSTRIA—Shrink film packaging equipment for pallets. T. G. W. Transportgeraete Wels K.G. (importer, dist., mfr.), Linzerstrasse 260, A-4600 Wels. WTD on Best Ges.m.b.H. 6/70.

35690—ISRAEL—Hydraulic jacks. Electrical Mechanical Products Ltd. (importer, dist., mfr.), c/o Kibbutz Kfar Blum; Kfar-Blum, Upper Galilee. Attn: Mr. Y. Sasson, Plant Mgr. WTD in prep.

35690 — NETHERLANDS — Automatic fire sprinkler equipment; sprinkler heads for fire-fighting systems. N.V. Technisch Bureau Beuker; Attn: W.J. Beuker (importer, dist., agent), 524 Keizersgracht, Amsterdam. WTD 7/71.

Office, computing, accounting machines

● 35700—CHILE—Supply of electronic computing equipment, hardware and software. Tender No. n/n, bid deadline Sept. 30. Correspondence preferred in Spanish. Tender documents available from Empresa Nacional de Computacion e Informatica Ltda., "ECOM," calle Huerfanos 1376, 9th Fl., Santiago. One copy in Spanish available for review only at the Department of Commerce, BDC-708, Room 2939, Washington, D.C. 20230.

35760 — PORTUGAL — Person weighing scales with direct reading. Sociedade Framar, Lda. (importer, retailer), Rua de São Paulo 32, Lisbon 2. WTD in prep.

Service industry machinery

35892—JAPAN—Bowling lane cleaning, polishing machines. Tokai Bowling Service Co., Ltd. (importer, dist.), 8043 Obata-cho, Watarai-gun, Mie Prefecture. WTD 6/71.

Machinery

35991—NETHERLANDS—LPG carburetion equipment. Agency, direct purchase for most western European countries. N.V. Mercator Im- & Exportmaatschappij, Attn: Herman Kramer, Mgr. (importer, dist., exporter), 31 Blaak, Rotterdam. WTD 5/71.

Electric transmission & distribution equipment

● 36100—KOREA—Supply of 15 sets of semi-conductor testers and 10 portable test sets. Tender No. KFX-71142-PI, bid deadline Sept. 14. Invited by the Office of Supply, Government of the Republic of Korea, Seoul. Terms and specifications available on short term loan basis from the Business and Scientific Equipment Division, BDC-708, U.S. Department of Commerce, Washington, D.C. 20230. ★(Telephone: 202-967-2939).

● 36100—THAILAND—Supply 300 sets of 15 KV class potential transformers, outdoor type, ration 12,000/120 volt, 50 cycle. Tender No. MEA-PSD-250, bid deadline September 20, Specifications available from U.S. Department of Commerce, Washington, D.C. 20230, Power and Electrical Equipment Program, Room 5898C, ★(202-967-2861). For direct contact, get in touch with Purchases & Stores Dept., Metropolitan Electricity Authority, 121 Chakpet Road, Bangkok.

● 36100—TRINIDAD—Supply four wire outdoor metering units, 48 distribution feeder switchgear 250 MVA at 12 KV, lightning arrestors 33 KV surge diverters, and cable PVC multicore and 12 KV underground for expansion program

being undertaken by the Trinidad and Tobago Electricity Commission, 63 Frederick St., Port of Spain. Tender Nos. 2271, 2276, 2277, 2278, 2279, and 2280 respectively, bid deadline Sept. 10. Specifications available on loan from U.S. Department of Commerce, Room 5898C, Power Equipment Program, Washington, D.C. 20230, ★(202-967-5585). Imports by the Commission are exempt from import duties and U.S. goods would not be penalized by Trinidad's Commonwealth Preferential Tariff System.

36121—JAMAICA—Ballasts for fluorescent lighting fixtures, preheat (switch) start or rapid start, 110 V, 40W, 50 cycles. Quotations: c.i.f. Kingston in lots of 1000-2000 units. Triangle Electric Co. Ltd., Attn: Mng. Dir.:-Christopher Melville (mfr.), c/o Capleton Jones & Co., 2 Ripon Rd., Kingston 5. WTD 7/71.

36130—ISRAEL—Switchgear, electric apparatus for switchboard, including panelboards, circuit breakers, fuses, duct, relays, etc. Electrical Mechanical Products Ltd. (importer, dist., mfr.), c/o Kibbutz Kfar Blum; Kfar-Blum, Upper Galilee. Attn: Mr. Y. Sasson, Plant Mgr. WTD in prep.

Electrical Industrial apparatus

● 36200—BURMA—Supply miscellaneous electrical tools and material specified in Foreign Quotation No. (63)(T)PF & CIB (S)(70-71)/1821 of the Paper Factory & Chemical Industries Board of Burma, bid deadline Oct. 31. Copy of specifications available on loan from the Department of Commerce, Washington, D.C. 20230, in room 5898C, Power and Electrical Equipment Program. ★(Telephone 202-967-5585). For further information contact the Board at the Applied Research Institute Building, Yankin P.O., Kanabe, Rangoon. Cable: "Setkuset Rangoon"

● 36200—IRELAND—Supply 6.6 KV electric motors, 3,300 volts and above for extensions generating stations. Tender No. ENQ and 2149P, bid deadline Sept. 20. Copy of specifications 767P and 2149P available on loan from U.S. Department of Commerce, Washington, D.C., Room 5898C, Power Equipment Program, ★(Phone: 202-967-5585), or contact Chief Project Engineer, Electricity Supply Board, Lower Fitzwilliam St., Dublin 2.

Household appliances

36392—CANADA—Portable hot water heaters operating on standard 14 oz. propane tank, specially designed for use in holiday trailers, campers, etc. Sones Supply Co. (dist.), 514-30th Ave. N. E. Calgary 64, Alberta. WTD in prep.

Electrical lighting, wiring equipment

36422—SINGAPORE—Commercial, institutional electric lighting fixtures, incandescent fixtures, utilitarian, ornamental types, decorative lights. Mr. Donald Moore, Donald Moore Assoc. (Pte) Ltd. (importer, dist.), 637-637 East Coast Rd., Singapore 15. WTD in prep.

36430—SWITZERLAND—Level switches. Technokontroll Emil Eschbach AG (importer, dist.), Ueberlandstr. 360, 8051 Zurich. WTD 7/71.

Communication equipment

36623 — NETHERLANDS — Smoke, gas, fire detecting systems. Agency, direct purchase, or joint-venture arrangements. Sales territory Benelux area. Technisch Bureau van Rijn N.V., Attn: J.A.F. van Rijn Sr., Gen. Mgr. (importer, dist., agent), 41 Katshoek, Rotterdam. WTD 5/71.

Special Action

Each of the following trade notices is deemed to rate the special attention of American manufacturers and suppliers by the U.S. Commercial Officers overseas.

35422—VIETNAM—Two horizontal design impact extrusion presses needed to make zinc cans (100-120 per min.) for use in dry cell batteries (size UM-1). Etablissements Dong Duc, Attn: Wm. Lee (importer, agent), P.O. Box 16G, Saigon. Cable: DODU SAIGON. WTD 8/70.

36740—SWITZERLAND — Agency wanted for transistors and diodes (especially calium arsenid diodes) for electronic applications. Eris-Lacoray AG; Attn: Mr. Erismann (dist., agent), 8132 Egg b. Zurich. WTD 8/71.

37510—ISRAEL—Seeks to purchase bicycles for adults; complete, including parts, frame sets. Requirement: about 2,000 units per mo. Arico Trading—Israel (importer, dist., agent), 44 Jaffa-Tel Aviv Rd., Tel Aviv. Cable address: ARICONE TELAVIV. WTD in prep.

38216—NETHERLANDS — Wants to purchase gas, smoke, fire detecting equipment, instruments. Agency, direct purchase, and/or joint-venture arrangements. Sales territory Benelux area. Technisch Bureau van Rijn N.V., Attn: J.A.F. van Rijn, Gen. Mgr. (importer, dist., agent), 41 Katshoek, Rotterdam. WTD 5/71.

Electrical machinery, equipment

36930—NETHERLANDS—Medical electronic equipment, nuclear, other radiological equipment. Exclusive distributorships. Portanje Medical Electronics (importer, dist., agent), 156 Gansstraat, P.O. Box 14014, Utrecht. WTD 7/71.

36945—NETHERLANDS—Electric ignition systems, such as conversion burner igniters; electronic systems for regulation gas burners, water circuits. Agency, direct purchase for most western European countries. N.V. Mercator Im- & exportmaatschappij Holland Attn: Herman Kramer, Mgr. (importer, dist., exporter), 31 Blaak, Rotterdam. WTD 5/71.

Motor vehicles, equipment

37141 — PHILIPPINES — Automotive spare parts, particularly for jeeps, jeepneys. Mandee Commercial (importer, dist.), 147 8th St., 11th Ave., Grace Park, Caloocan City, P.O. Box 1553, Manila. WTD in prep.

Ship building, repairing

37323 — NETHERLANDS — Lifeboats, aluminum, fiberglass, others. Direct purchase, agency, participation. Sales territory Benelux and/or western Europe. Industriele Handelmaatschappij Willem Pot N.V., Attn: Bastiaan Pot Bzn, Mgr. (importer, dist., exporter), 45 Stationsplein, or P.O. Box 29102, Rotterdam. WTD 7/71.

Railroad cars

● 37400—BRAZIL: 1320 ore cars and 14 caboose cars for Brazilian Federal Railroads. Tenders No. 05/71 (ore cars) and 06/71 (caboose cars). Bid deadlines Nov. 22 and Nov. 29, respectively. Financing being negotiated with World Bank. For further information contact Rede Ferroviaria Federal S.A., Praca Duque De Caxias 86—3rd Floor Room 307, Rio De Janeiro, GB-Brazil. Correspondence preferred in Portuguese. A copy of the Tender Documents, Drawings and Specifications is available, for review only, in Transportation Equipment Division/OBRA, Department of Commerce/BDC, Room 5093, 14th & E Sts. NW., Washington, D.C. 20230 ★(202-967-4816).

Engineering, laboratory, scientific research instruments

● 38100—COLOMBIA—Supply of laboratory equipment for water treatment plants of water works and sewer company, including analytical scale, electric oven, portable PH meter, agitators, and miscellaneous equipment and chemical reagents. Tender No. 100-OP-7, bid deadline Sept. 7. Invited by the Empresa de Acueducto y Alcantarillado de Bogota, D.E., (Water Works and Sewer Company of Bogota). Specifications are available at 500 Colombian pesos first copy, 200 pesos each additional copy (US $1.00 equals 20 Colombian pesos approximately), from Direccion del Plan Maestro de Acueducto, Carrera 40, No. 22-B-60, Oficina 302, Bogota, Colombia.

38111—ISRAEL—Bank and turn indicator. Technion Research & Development Foundation Ltd. (research center), Road Safety Center, 19 Gilboa St., Neve Shaanan, Haifa. Attn: A.S. Hakkert, Ph.D.

38111—ITALY—Nautical instruments, including compasses, gyrocompasses, sextants, fathometers, driftmeters. Contadini Alfredo (importer, dist., agent), Via Marconi 18, 60100 Ancona. WTD 5/71.

38112—GERMANY—Laboratory apparatus, equipment for analyzing methods, instruments, equipment for electrophoresis. C. Desaga G.m.b.H., Nachf. Erich Fecht (importer, dist., agent), 26-28 Maass Strasse, 69 Heidelberg. WTD 5/71.

38112—NETHERLANDS—Nuclear electronic equipment for research. Exclusive representations. Portanje Medical Electronics (importer, dist., agent), 156 Gansstraat, P.O. Box 14014, Utrecht. WTD 7/71.

Instruments for measuring, controlling, indicating physical characteristics

38212 — SWITZERLAND — Flow, level meters, controls for liquids, gases. Technokontroll Emil Eschbach AG (importer, dist.), Ueberlandstr. 360, 8051 Zurich. WTD 7/71.

38213 — GERMANY — Thermometers. Prices c.i.f. European ports. Walter Broch Nachf. (dist., mfr., exporter), 565 Solingen, Schuetzenstr. 121. WTD 6/71.

38216—ISRAEL—Tensile strength, 30-ton, testing machine for round steel rods; used but good condition. Cable offers Isramar Telaviv. Isramar Trading & Marketing Ltd. (importer, dist.), 6 Ahuzat Bayit St., P.O. Box 4853, Tel Aviv. WTD in prep.

38220—NETHERLANDS—Thermocouple

leads; thermostats; thermostat regulators for gas, water. Direct purchase, agency for most western European countries. N.V. Mercator Im- & Exportmaatschappij Holland, Attn: Herman Kramer, Mgr. (importer, dist., exporter), 31 Blaak, Rotterdam. WTD 5/71.

Optical instruments, lenses

● 38300—INDIA—Supply of atomic absorption spectrophotometer and hallow cathode lamps with full set of accessories to operate on 220 Volts A.C. 50 cycles, single phase. Tender No. PUR:MD:CS: KH: Lab (52) Global/71-E-1568, bid deadline Sept. 2. Invited by Chief Controller of Stores & Purchase, Khetri Copper Project, Hindustan Copper Ltd., P.O. Khetri Nagar Dist. Jhunjhunu, Rajasthan, India. Terms and specifications available on short term loan basis from the Business and Scientific Equipment Div., BDC-708, U.S. Department of Commerce, Washington, D.C. 20230. ★(Telephone: 202-967-2939).

38311 — GERMANY — Chromatographic equipment, laboratory type. C. Desaga G.m.b.H., Nachf. Erich Fecht (importer, dist., agent), 26-28 Maass Strasse, 69 Heidelberg. WTD 5/71.

38311—SWITZERLAND—Flexible, rigid endoscopes, fiber optics. Technokontroll Emil Eschbach AG (importer, dist.), Ueberlandstr. 360, 8051 Zurich. WTD 7/71.

Surgical, medical, dental instruments

38410—ITALY—Surgical, diagnostic ophthalmic equipment of advanced technology especially electronic apparatus, including operatory microscopes but except standard hand instruments. Direct purchase & agency. OPTIKON (importer, dist., agent), Lungotevere Thaon de Revel 84, 00196 Rome. WTD 7/71.

38423 — NETHERLANDS — Life saving equipment, such as compressed air breathing apparatus, etc. Representation, direct purchase, and/or joint-venture arrangements. Sales territory Benelux area. Technisch Bureau van Rijn N.V., Attn: J.A.F. van Rijn, Gen. Mgr. (importer, dist., agent), 41 Katshoek, Rotterdam. WTD 5/71.

38430—ISRAEL—Dental equipment (professional/laboratory), instruments and supplies; including dental chairs, equipment units, cabinets, lights, sterilizers, cutting instruments, dental metals/alloys, impression materials, etc. Direct purchase & agency. Bintex Agences Generales (importer, dist., agent), P.O. Box 39031, Tel Aviv. WTD in prep.

Ophthalmic goods

38513—ITALY—Metal frames, mountings for eyeglasses. Euroglass Italiana-Industria Ottica (dist., mfr.), Via C. Battisti 156, 00028 Subiaco (Rome). WTD 7/71.

Photographic equipment

38611—CYPRUS—Small capacity color photo processing equipment and electronic (stroboscopic) flash units for use in photo studios; medium to low price. Quote c.i.f. Cyprus. Direct purchase & agency. Mangoian Bros. Ltd. (importer, dist., agent), 31-33A, Regaena St., P.O.B. 1698, Nicosia. WTD 7/71.

Jewelry, silverware, plated ware

39112—GERMANY—Cigarette and cigar cases, lighters. Prices c.i.f. European ports. Walter Broch Nachf. (dist., mfr., exporter), 565 Solingen, Schuetzenstr. 121. WTD 6/71.

Toys, amusement, sporting goods

39410—GERMANY—Experimental kits, scientific toys used for educational purposes for children, as well as grown-ups. Franck'sche Verlagshandlung, W. Keller & Co. (mfr., publishing house), 5-7 Pfizerstrasse, Postfach 640, D-7000 Stuttgart 1, Baden-Wuerttemberg. WTD 7/71.

39430—ISRAEL—Children's vehicles including scooters, sidewalk cycles. Arico Trading—Israel (importer, dist., agent), 44 Jaffa-Tel Aviv Rd., Tel Aviv. Cable Address: ARICONE TELAVIV. WTD in prep.

Pens, pencils, office, artists' materials

39510—FRANCE—Nibs (pen points): steel (without iridium points). Etienne Panici & Cie (importer, mfr., exporter), 31, rue des Cordelières, 75-Paris 13e. WTD in prep.

39510 — GERMANY — Ballpoint pens. Prices c.i.f. European ports. Walter Broch Nachf. (dist., mfr., exporter), 565 Solingen, Schuetzenstr. 121. WTD 6/71:

Manufacturing industries

39996—ITALY—Furs ready for manufacture of fur apparel. Ciulla Giovanni (importer, dist., agent), Lungotevere dei Mellini 7, 00193 Rome. WTD 7/71.

Tenders Wanted For 28 Secondary Schools In Ecuador

Tenders have been invited by the Bids Committee of Ecuador's Ministry of Public Education from individuals and/or firms of member countries of the World Bank, and of Switzerland for the furnishing and equipping of 28 secondary schools located throughout Ecuador. Value is estimated at approximately $2 million. Purchases will be financed under Loan Agreement No. 124-EC, with the IDA. Specifications covering this project are available from Unidad Ejecutiva del Proyecto de Educacion Media, Avenida 10 de Agosto 1655 y Jorge Washinton, 2 Piso, Oficina 1, Quito upon payment of Sucres 5,000 (U.S. $200) per set, nonreimbursable. A copy of the specifications is available for reference only in the offices of the IDA of the World Bank. Bids must be filed in the Spanish language with the Office of the Asesor Juridico, Ministerio de Educacion Publica, Secretaria del Comite de Licitaciones, Calle Rocafuerte 1367, Plaza de Santo Domingo, Quito on or before 4 p.m. Sept. 24.

Canada Project Invites Bids From U.S. Suppliers

Construction of a two-story, $3 million, two-office building complex of precast, reinforced concrete, was due to commence in Burnaby, British Columbia, at the end of July. The president of the company responsible for this project has stated that U.S. suppliers are invited to bid on supplies and equipment and should direct their inquiries to: Ivan Kraemer, President, Professional Realty Corp. Ltd., 555 Burrard St., Vancouver, British Columbia.

Chad Invites Bids To Equip Teacher's College At Moundou

Chad's Directeur du Project Education, B.P. 776, Fort Lamy, invites bids for the supply of **classroom, dormitory and household furniture** for kitchen, workshop, farm, and scientific and audio-visual equipment for a teacher's college at Moundou (Chad) at an estimated cost of $170,000.

Firms interested in this project must notify, in duplicate, the Directeur du Project Education not later than Sept. 14 of their intention to bid on the contract. The bid deadline is Oct. 14. All correspondence must be in French and sent by registered mail. Dossier containing specifications and bid contract terms may be obtained from Cabinet Auber-Dufour-Vigor, 7 quai Andre Citroen, Paris XV, France at a cost of $172.10 payable in advance by check to Banque National de Paris, account number 4335, Dupleix-Dufour, Auber, Vigor 28 Bd. Grennelle, Paris XV, France. A copy of the letter requesting the dossier should be forwarded to the Directeur du Project Education.

Greece Issues Tenders On Television Transmitter

The Ministry of Commerce, Fourth Directorate of State Purchases has issued Tender No. 4/597/71 for the supply and installation of a television transmitter. Bid deadline is Sept. 17.

Bid should offer a UHF Television transmitter suitable for transmission of black and white and color programs under the 625-line Pal system.

Copies of tender announcement and specifications are available from the Ministry of Commerce, Fourth Directorate of State Purchases, 75 Solonos St., Athens, or on a short-term loan basis to firms located in the U.S. from Communications Division, BDC 720, Room 4320, U.S. Dept. of Commerce, Washington, D.C. 20230 (Tel. 202-967-4823)

India Issues Tenders On Teleprinters, Accessories

India's Director General Supplies and Disposals has issued Tender No. ES-10/220/30/012/Cell 814 for the supply of six (6) teleprinters and three (3) sets of accessories. Bid deadline is Sept. 22. Copies of tender announcement and specifications are available from the Indian Supply Mission, 2536 Massachusetts Ave. NW. Washington, D.C. 2000 at $2 per copy or on a short-term loan basis to firms located in the U.S. from the Communications Division, BDC-720, Room 4320, U.S. Department of Commerce, Washington, D.C. 20230. (202-967-4823).

Thailand Extends Bid Deadline For Transmission Equipment

Purchase & Stores. Department of the Metropolitan Electricity Authority, Bangkok, has extended the bid deadline on tender No. MEA-PSD-243 for the supply of 115 KV substation equipment, eight, from Aug. 2 until Sept. 2. (*Commerce Today*, 6/28/71, p. 57), and (*Commerce Business Daily*, 6/23/71, p. 17).

Agencies

Specific foreign firms have expressed interest in agency agreements for the products listed below. Exclusive agencies for these products are wanted only if specified.

Canning, preserving foods

20331—CANADA—Canned fruits. George L. Edmondson & Assoc. (importer, dist., agent), 1038 Hamilton St., Vancouver, B.C. WTD 7/71.

20331—GERMANY—Canned fruits. Correspondence requested in German. Kuehlhallen und Eisfabrik, Dr. Karl Lieblich & Co. K.G. (importer, rents its large cooling facilities to food wholesalers), 42-50 Krailenshaldenstrasse, D-7000 Stuttgart 30, Baden-Wuerttemberg. WTD 9/70.

20332 — CANADA — Canned vegetables. George L. Edmondson & Assoc. (importer, dist., agent), 1038 Hamilton St., Vancouver, B.C. WTD 7/71.

20332—GERMANY — Canned vegetables. Correspondence requested in German. Kuehlhallen und Eisfabrik, Dr. Karl Lieblich & Co. K.G. (importer, rents its large cooling facilities to food wholesalers), 42-50 Krailenshaldenstrasse, D-7000 Stuttgart 30, Baden-Wuerttemberg. WTD 9/70.

20338 — CANADA — Canned preserves, jams, jellies. George L. Edmondson & Assoc. (importer, dist., agent), 1038 Hamilton St., Vancouver, B.C. WTD 7/71.

20372—GERMANY — Frozen vegetables. Correspondence requested in German. Kuehlhallen und Eisfabrik, Dr. Karl Lieblich & Co. K.G. (importer, rents cooling facilities to food importers), 42-50 Krailenshaldenstrasse, D-7000 Stuttgart 30, Baden-Wuerttemberg. WTD 9/70.

20373 — GERMANY — Frozen prepared foods. Correspondence requested in German. Kuehlhallen und Eisfabrik, Dr. Karl Lieblich & Co. K.G. (importer, rents its large cooling facilities to food wholesalers), 42-50 Krailenshaldenstrasse, D-7000 Stuttgart 30, Baden-Wuerttemberg. WTD 9/70.

Broad woven fabric mills, cotton

22118—GERMANY—Bed linen (sheets, pillow cases). Prices c.i.f. European ports. M. Steinkamp & Co. (dist.), 10 Mittelstr., 48 Bielefeld. WTD 7/71.

Broad woven fabric mills, manmade fiber, silk

22213—GUATEMALA — Synthetic fiber & cotton fabrics. F. Krafka & Compañía Ltda. (agent), 10a. Calle 4-54, Zona 1—P.O. Box #94, Guatemala City. WTD 7/71.

Dyeing, finishing textiles, except wool fabrics, knit goods

22690—GUATEMALA — Finished yarns, cotton and/or synthetic fibers. F. Krafka & Compañía Ltda. (agent), 10a. Calle 4-54, Zona 1—P.O. Box #94, Guatemala City. WTD 7/71.

Men's, youths', boys' suits, coats, overcoats

23113—NETHERLANDS—Men's tailored dress, sport jackets; summer and winter. Marathon Kledingfabrieken N.V.; Attn. Mr. A. van Rein (dist., agent), 465 Lipperkerkstraat, P.O. Box 250, Enschede. WTD 7/71.

23114—NETHERLANDS—Boys' tailored sport jackets, car coats; summer and winter. Marathon Kledingfabrieken N.V.; Attn. Mr. A. van Rein (dist., agent), 465 Lipperkerkstraat, P.O. Box 250, Enschede. WTD 7/71.

Men's, youths', boys' work clothing

23291—NETHERLANDS—Men's boys' heavy outerwear jackets. Marathon Kledingfabrieken N.V.; Attn. Mr. A. van Rein (dist., agent), 465 Lipperkerkstraat, P.O. Box 250, Enschede. WTD 7/71.

23292 — NETHERLANDS — Men's, boys' western style wear (jeans, etc.), knit jackets. Marathon Kledingfabrieken N.V.; Attn. Mr. A. van Rein (dist., agent), 465 Lipperkerkstraat, P.O. Box 250, Enschede. WTD 7/71.

Women's, misses', children's, infants' under garments

23410 — GERMANY — Women's underwear. Prices c.i.f. European ports. M. Steinkamp & Co. (dist.), 10 Mittelstr., 48 Bielefeld. WTD 7/71.

Sawmills, planing mills

24212—ARGENTINA—Wood (hemlock) for manufacture of exterior shutters (rolling). Sr. Isaac Mirochnik, President Cortinas Olimpo S.A. (dist., mfr.), Manuel R. Trelles 1618, Buenos Aires. WTD in prep.

Office furniture

25224—AUSTRIA—Metal furniture for electronic data processing departments. Correspondence requested in German. Gerta Schoenbichler (importer, dist., retailer), Reichsstrasse 104, A-6804 Feldkirch. WTD 7/71.

Partitions, shelving, lockers, office, store fixtures

25410 — SOUTH AFRICA — Soundproof demountable partitions as used by hotels for dividing large rooms in order that several conferences can be held at same time in same hall. National Venetian Blind (Pty.) Ltd., Attn: Mr. Koseff (importer, dist., mfr.), P.O. Box 2701, Johannesburg. WTD 1/71.

Pulp mills, products

26110—ITALY—Cellulose (sulfate and sulfite, bleached and unbleached). Kraftimpex, S.r.l. (dist.), Via Arzaga 11, 20146 Milan. WTD 1/71.

Paperboard mills, products

26310—ITALY—Kraftliner. Kraftimpex, S.r.l. (dist.), Via Arzaga 11, 20146 Milano. WTD 1/71.

Converted paper, paperboard

26414—AUSTRIA—Pressure sensitive labels for electronic data processing purposes. Correspondence requested in German. Gerta Schoenbichler (importer, dist., retailer), Reichsstrasse 104, A-6804 Feldkirch. WTD 7/71.

26451—AUSTRIA—File folders, cases for endless business forms. Correspondence requested in German. Gerta Schoenbichler (importer, dist., retailer), Reichsstrasse 104, A-6804 Feldkirch. WTD 7/71.

26472—FRANCE—Paper pulp wadding (industrial towels). Société de Distribucion de Papier, S.A. (SODIPA) (dist., mfr., agent), Usine de Leniphun, 44-Guérande. WTD in prep.

26495—AUSTRIA—Paper tape for data-recording, input, output, transmission devices. Correspondence requested in German. Gerta Schoenbichler (importer, dist., retailer), Reichsstrasse 104, A-6804 Feldkirch. WTD 7/71.

Industrial chemicals

28180—SWITZERLAND—Industrial organic raw chemicals, all kinds, for rubber, paint, plastics processing industries. Aktiengesellschaft vormals Emil Vogel; Attn: Paul Gygax, Dir. (importer, agent, wholesaler), P.O. Box 8032, Zurich. WTD 8/71.

28190 — JAMAICA — Heavy chemicals—alkalis, phosphates. Hugo Johnson Agencies, Mr. Hugo Johnson, Gen. Mgr. (agent), P.O. Box 135, Kingston 8. WTD in prep.

28190—SWITZERLAND—Industrial inorganic raw chemicals, all kinds, for rubber, plastics, paint processing industries. Aktiengesellschaft vormals Emil Vogel; Attn: Paul Gygax, Dir. (importer, agent, wholesaler), P.O. Box, 8032 Zurich. WTD 8/71.

Synthetic materials

28210 — JAMAICA — Plastics, polyurethane chemicals. Hugo Johnson Agencies, Mr. Hugo Johnson, Gen. Mgr. (agent), P.O. Box 135, Kingston 8. WTD in prep.

28210—SWITZERLAND — Raw plastics materials, thermoplastic, thermosetting resins, synthetic resins, other all kinds of raw plastics materials as used by rubber, plastics, paint, lacquer processing industries. Aktiengesellschaft vormals Emil Vogel; Attn: Paul Gygax, Dir. (importer, agent, wholesaler) P.O. Box, 8032 Zurich. WTD 8/71.

28220—SWITZERLAND—Synthetic rubbers, other synthetic elastometers, all kinds, for rubber, plastics processing industries. Aktiengesellschaft vormals Emil Vogel; Attn: Paul Gygax, Dir. (importer, agent, wholesaler), P.O. Box, 8032 8032 Zurich. WTD 8/71.

Drugs

28330—SWEDEN—Chemicals, reagents for biological staining, tissue technology, hematology. Bethlehem Trading AB (importer, agent), 31 Gröna Gatan, S-414 54 Göteborg. WTD 7/71.

Agricultural chemicals

28712—HONDURAS—Chemical (mixed) fertilizers. Didemo, S. de R. L. (importer, agent, retailer), Carretera a Suyapa, Tegucigalpa, D. C. WTD 8/70.

28790—HONDURAS—Insecticides, fungicides for agricultural use. Didemo, S. de R. L. (importer, agent, retailer), Carretera a Suyapa, Tegucigalpa, D.C. WTD 8/70.

Chemical products

28993 — VENEZUELA — Water treating compounds. Correspondence requested in

Spanish. Ing. Arturo Luján Molina c/o Oficina Tecnica Arturo Lujan M. (civil engineer), Edificio Cediaz, Oficina 0-63, Avenida Casanova, Caracas 105. WTD in prep.

Tires, tubes

30111—SWITZERLAND—Tires for automobiles. Garage Bocco AG (importer, dist., retailer), 8730 Uznach. WTD 7/71.

Leather tanning, finishing

31111—SINGAPORE—Upper leather for men's, ladies' shoes. Mgr., N. S. Isaac & Sons, (importer, dist., agent), 18 Winchester House, P. O. Box 706, Singapore 1. WTD 1/71.

Boot, shoe cut stock, findings

31310 — GUATEMALA — Shoe findings, supplies. Requests replies from brokerage firms. F. Krafka & Compañía Ltda. (agent), 10a. Calle 4-54, Zona 1–P.O. Box #94, Guatemala City. WTD 7/71.

Glass, glassware

32210 — SOUTH AFRICA — Glass containers: cosmetics, perfumes; packaging components. A. Schrire (Pty.) Ltd. (agent), 28 Durham Ave., Salt River, Cape Province. WTD 7/71.

Glass products

32310—ISRAEL—Table/kitchen/art and novelty glassware including smokers' accessories. Arico Trading-Israel (importer, dist., agent), 44 Jaffa-Tel Aviv Rd., Tel Aviv. Cable address: ARICONE TELAVIV. WTD in prep.

Pottery, related products

32620 — ISRAEL — Chinaàvitreous kitchen/tableware for commercial, household purposes. Arico Trading-Israel (importer, dist., agent), 44 Jaffa-Tel Aviv Rd., Tel Aviv. Cable address: ARICONE TELAVIV. WTD in prep.

Steel mill products

33124—IRAN—Steel plates, stainless. General Foulad Trading Co. (importer, dist., agent), Opposite Ministry of Education, Ave. Ekbatan, Tehran. WTD 5/71.

33126—VENEZUELA—Steel pipe for water supply line-aqueducts. Correspondence requested in Spanish. Ing. Arturo Lujan Molina c/o Oficina Tecnica Arturo Lujan M. (civil engineer), Edificio Cediaz, Oficina 0-63, Avenida Casanova, Caracas 105. WTD in prep.

Cutlery, hand tools, general hardware

34231—SWITZERLAND—Electric, electronic assembly tools, hobby tools, fixing tools, new products. Egli, Fischer & Co. AG; Attn: J. Hotz (importer, dist., agent), Gotthardstrasse 6, 8022 Zurich. WTD 7/71.

34231—THAILAND—Wrenches, sockets. Requests catalogs, c.i.f. Bangkok prices. Hong Hah Huat Ltd. Partnership (importer, dist.), 332-342 Maitrijit Rd., Pomprab, Bangkok. WTD in prep.

34233—GUATEMALA—Handtools. Requests replies from brokerage firms. F. Krafka & Compañía Ltda. (agent), 10a. Calle 4-54, Zona 1-P.O. Box #94, Guatemala City . WTD 7/71.

34233 — SWITZERLAND — Wire wrapping precision hand tools for electronic industry. EREM SA; Attn: Jean-Jaques Marchand, Vice President (dist., agent, retailer), rue du Stand 40, 1211 Geneva 11. WTD 5/71.

34291 — SWITZERLAND — Automotive hardware, all kinds. Garage Bocco AG (importer, dist., retailer), 8730 Uznach. WTD 7/71.

Screw machine products

34522—SWITZERLAND—Special industrial fasteners, fixing devices, new products. Egli, Fischer & Co. AG; Attn: J. Hotz (importer, dist., agent), Gotthardstrasse 6, 8022 Zurich. WTD 7/71.

Fabricated metal products

34920—SOUTH AFRICA—Security and surveillance equipment, including photographic surveillance cameras. Star Offset Systems (Pty.) Ltd. (importer, dist., agent), P.O. Box 3906, Johannesburg. WTD 7/71.

34940—NETHERLANDS—Valves, regulating, power transfer, for piping systems, etc. Agency and/or license/joint-venture arrangement. Sales territory Benelux area. Motorenfabriek De Sutter, Attn: Tony Stok, Mgr. (importer, dist., mfr./installer), 104-106 Wm. van Hillegaersbergstraat, Rotterdam-21. WTD 7/71.

34941—SWITZERLAND—Solenoid actuated valves. F. Knobel & Co.; Attn: Mr. H. Lampe (importer, dist., mfr.), 8755 Ennenda. WTD 3/70.

Engines, turbines

35111—NETHERLANDS—Turbine generator sets, units. Agency, direct purchase, participation. Sales territory Benelux or western Europe. Industriele Handelmaatschappij Willem Pot N.V., attn: Bastiaan Pot Bzn, Mgr. (importer, dist., exporter), 45 Stationsplein, or P.O. Box 29102, Rotterdam. WTD 7/71.

Farm machinery

35228—HONDURAS—Small, wheel tractors, for agriculture. Didemo, S. DE R. L. (importer, dist., retailer), Carretera a Suyapa, Tegucigalpa, D. C. WTD 8/70.

Construction, mining, materials handling machinery, equipment

35310—ITALY—Construction machinery in general, including machinery for construction of prefabricated buildings. Correspondence requested in Italian. L'Argano S.R.L. (agent), 233 Corso Italia, I 52100 Arezzo. WTD 7/71.

35317—ITALY—Tractor shovel loaders; tracklaying, wheel types. Correspondence requested in Italian. L'Argano S.R.L. (agent), 233 Corso Italia, I 52100 Arezzo. WTD 7/71.

35318 — ITALY — Bulldozers, motorgraders, truck cranes, of over 40 tons capacity, roller compactors (vibrating, static). Correspondence requested in Italian. L'Argano S.R.L. (agent), 233 Corso Italia, I 52100 Arezzo. WTD 7/71.

35319—ITALY—Excavators, road finishing machines. Correspondence requested in Italian. L'Argano S.R.L. (agent), 233 Corso Italia, I 52100 Arezzo. WTD 7/71.

Metalworking machinery

35410—PERU—Machinery for general purpose machine tool plants using metal cutting machinery of all types. Servicios, Promociones y Distribuciones Generales (importer, dist., agent), Lampa 808, of .201, Lima 1. WTD in prep.

35420—PERU—Metalworking machinery for general purpose machine tool plants using metal forming machinery of all types. Servicios, Promociones y Distribuciones Generales. (importer, dist., agent), Lampa 808, of .201, Lima 1. WTD in prep.

35450—PERU—Metalworking machinery for general purpose machine tool plants using metal tool accessories, measuring devices of all types. Servicios, Promociones y Distribuciones Generales (importer, dist., agent), Lampa 808, of .201, Lima 1. WTD in prep.

35452—SWITZERLAND—High precision measuring instruments. Evis-Lacoray AG; Attn: Mr. Erismann (dist., agent), 8132 Egg b. Zurich. WTD 8/71.

35480—PERU—Metalworking machinery such as welding equipment, wire fabricating machinery, equipment, equipment for steel mills. Servicios, Promociones y Distribuciones Generales (importer, dist., agent), Lampa 808, of .201, Lima 1. WTD in prep.

35482 — IRAN — Power-driven handtools for use on aircraft, equipment. Parosan Co. Ltd. (importer, dist., agent), 16 Iran Novin Ave., Opp. Mohandesi Artesh, Tehran. WTD 7/71.

35482—SWITZERLAND—Power driven fixing, assembly hand tools, hobby tools, new products; pneumatic or electric 220 volt, 50 hz. Egli, Fischer & Co. AG; Attn: J. Hotz (importer, dist., agent), Gotthardstrasse 6, 8022 Zurich. WTD 7/71.

35484 — SWITZERLAND — Service station equipment; automotive maintenance, diagnostic equipment. Garage Bocco AG (importer, dist., retailer), 8730 Uznach. WTD 7/71.

Special industry machinery

35531 — SINGAPORE — Woodworking machinery: sawmill equipment; veneer and plywood-making, wood box & cratemaking machinery; chain saws; jointers, matchers; other woodworking machinery including lathes, planing machines, surfacing machines. Mr. Goh Piak Yam, Mgr., Asia/American Machinery Co. (Pte) Ltd. (importer, agent), 25 Jalan Terusan, Jurong Town, P.O. Box 4, Taman Jurong, Singapore 22. WTD 7/71.

35591 — ISRAEL — Electrical-chemical manufacturing industries machinery; equipment, parts. Aravah A.T.I. Ltd. (importer, dist., agent), P.O. Box 14051, Tel Aviv. WTD 12/70.

35591—PERU—Machinery for plants making fertilizers (sulfur from natural gas, phosphates, etc.), urea, ammonia, PVC, carbon black and aromatics. Servicios, Promociones y Distribuciones Generales (importer, dist., agent), Lampa 808, of .201, Lima 1. WTD in prep.

35593—SOUTH AFRICA—Plastics-working machinery, equipment: extrusion, converting. A. Schrire (Pty.) Ltd. (agent), 28 Durham Ave., Salt River, Cape Province. WTD 7/71.

35595 — PHILIPPINES — One dextrose plant, complete, capacity: 450 metric tons per annum, on turn-key basis. Manhattan Industrial Corp. (mfr.), 307 Katigbak Bldg., Ermita, Manila. WTD in prep.

General industrial machinery

35610—NETHERLANDS — Pumps, compressors, all kinds. Agency and/or licensing/joint-venture arrangement. Sales territory Benelux countries. Motorenfabriek De Sutter, Attn: Tony Stok,

Mgr. (importer, dist./exporter, mfr./installer), 104-106 Wm. van Hillegaersbergstraat, Rotterdam-12. WTD 7/71.

35610 — NETHERLANDS — Pumps, all kinds. Direct purchase, representation, participation. Sales area Benelux or western Europe. Industriele Handelmaatschappij Willem Pot N.V. Attn: Bastiaan Pot Bzn, Mgr. (importer, dist., exporter), 45 Stationsplein, or P.O. Box 29102, Rotterdam. WTD 7/71.

35611—NETHERLANDS—All kinds of pumps above 30 gpm and below 3 gpm. Agency or representation for western Europe. MEETRECO N.V., Attn: K. Smeehuijzen, Sales Manager (importer, dist./exporter), 60 Schuttevaerweg or P.O. Box 660, Rotterdam-3008. WTD 4/71.

35614—TAIWAN—Air compressors. Sing Long Hong Co., Ltd. (importer, dist., agent), 26, Hsin-shen South Rd., Sec. 3, Taipei 106. WTD in prep.

35662 — FRANCE — Power transmission equipment, speed changers, industrial high speed drives, gears. Transmondial Export Co. (agent), 7, rue du Président Wilson, 92-Levallois-Perret. WTD 6/71.

35663 — FRANCE — Clutches, couplings, pulleys. Transmondial Export Co. (agent), 7, rue du Président Wilson, 92-Levallois-Perret. WTD 6/71.

35671—ISRAEL—Electric furnaces (industrial) for metal processing; parts, attachments. Aravah, A.T.I. Ltd. (importer, dist., agent), P.O. Box 14051, Tel Aviv. WTD 12/70.

35690 — GERMANY — Mixers for bulk goods (grains, cement, plastics, chemicals, powdered goods, etc.) Brabender Technologie KG (importer, dist., agent), 41 Duisburg, Kulturstrasse 51-55. WTD 8/70.

Office, computing, accounting machines

35731—ARGENTINA—Key to tape and key to disc data preparation systems; on line accounting machines, terminals—basically for banking use; privacy equipment—for both voice and data, and/or telegraph; CRT data terminal equipment —visual display units, associated accessories; optical character recognition equipment and terminals; test and analyzing equipment for general communications, data applications; Westeck Inc. (importer, dist., agent), San Martín 333, 2nd. floor, of. 201, Buenos Aires. WTD 5/71.

Service industry machines

35853—FRANCE—Frozen food cabinets operating with liquid nitrogen for food stuffs, particularly for prepared dishes; containers for conservation of frozen prepared dishes to be served on airplanes, buses, railways. Oxhydrique Bardot (importer, mfr., agent), 8, ave. Jules Ferry, 92—Malakoff. WTD in prep.

35892—SINGAPORE—Floor waxing, polishing machines; commercial, industrial type. Mr. H. Moore, Mng. Dir., J. L. Morison, Son & Jones (F.E.) Pte. Ltd. (importer, dist., agent), 1st floor, Mercantile Bank Bldg., Raffles Place, P.O. Box 40, Singapore 1. WTD 6/70.

35892—VENEZUELA—Water treatment equipment for installation in water treatment plants. Correspondence requested in Spanish. Ing. Arturo Luján Molina c/o Oficina Tecnica Ing. Arturo Luján M. (civil engineer), Edificio Cediaz, Oficina 0-63, Avenida Casanova, Caracas 105. WTD in prep.

Electric transmission, distribution equipment

36110—SWITZERLAND—Electronic precision measuring instruments, all kinds. Evis-Lacoray AG; Attn: Mr. Erismann (dist., agent), 8132 Egg b. Zurich. WTD 8/71.

36122 — PERU — Current and voltage transformers; equipment needed to supply outdoor electric power sub-station of 220 KV. Correspondence requested in Spanish. Peruvian Trading Corp. Ltd. S.A., Attn: Mario Ricci N. (importer, dist., agent), Av. Alfonso Ugarte No. 899, Casilla 1537, Lima 1. WTD 6/71.

36131—PERU—Switch isolators, oil volume circuit breakers; equipment needed to supply outdoor electric power substation of 220 KV. Correspondence requested in Spanish. Peruvian Trading Corporation Ltd. S.A., Attn: Mario Ricci N. (importer, dist., agent), Av. Alfonso Ugarte No. 899, Casilla 1537, Lima 1. WTD 6/71.

Electrical industrial apparatus

36215—ISRAEL—Frequency converters 400 to 50 or 60 HZ; 50 or 60 to 400 HZ Sine wave output; static inverters DC to 400 HZ, DC to 50/60 HZ Sine wave output; range of output power from 50 VA up to 15 KVA or more; units should be single or triple phase at input, same for output. When equipment MIL type, should be according to MIL-E-16400 (Navy type) and/or MIL-E-5400 (Air Force type). RAPAC Electronics Ltd. (importer, agent), P.O. Box 18053, Tel Aviv. WTD 4/71.

36220—SWITZERLAND—Advanced industrial controls, automation devices, relays. F. Knobel & Co.; Attn: H. Lampe (importer, dist., mfr.), 8755 Ennenda. WTD 3/70.

36220—CANADA—Controls and control accessories, industrial—electric and electronic; motor starters and controllers, electric; position controls; solenoid switches (industrial controls); timing devices, electronic. G. Carl Schweer, Peterborough Process Technology Ltd. (dist., mfr), 774 Rye St., Unit 3 Peterborough, Ontario. WTD in prep.

36231—IRAN—Welding machinery, accessories, arc, except electrodes. General Foulad Trading Co. (importer, dist., agent), Opposite Ministry of Education, Ave. Ekbatan, Tehran. WTD 5/71.

Household appliances

36312—ARGENTINA—Microwave ovens for domestic use. Westeck Inc. (importer, dist., agent), San Martin 333, 2nd fl., 201, Buenos Aires. WTD 5/71.

Electric lighting, wiring equipment

36426—AUSTRALIA—Marine lights for navigation; electrical ancillary equipment. Courtland Overseas Trading Co. (importer, dist., agent), P.O. Box 27, Bulleen, Victoria 3105. WTD 7/71.

Radio, television receiving sets

36510—ISRAEL—Radio (household and auto); radio-phonograph combinations; television combination sets/receivers; loudspeakers, speaker systems; records/tuners/other home-type electronic equipment for sale separately. Agency/distributorship. Kley Zemer Ltd. (importer, dist., agent), P.O. Box 1381, Haifa. WTD in prep.

Communications equipment

36610—PERU — Communications equipment for telephone, telegraph industry. Servicios, Promociones y Distribuciones Generales (importer, dist., agent), Lampa 808, of .201, Lima 1. WTD in prep.

36620—FRANCE—Radio receivers-transmitters for taxis, other vehicles. Tele-Minute (importer, wholesaler), 129, Blvd. Jean-Jaurès, 92-Clichy. WTD in prep.

36620—PERU—Radio, television transmitting, signaling, detection equipment, apparatus. Servicios, Promociones y Distribuciones Generales (importer, dist., agent), Lampa 808, of .201, Lima 1. WTD in prep.

36620—SWITZERLAND—Full range of advanced industrial, commercial, residential security, safety, surveillance equipment and systems, incl. guard personnel and police equipment, supplies; training equipment for guards, police; communication systems; television surveillance systems; alarm, signal systems; electronic, other search and detection systems, identification systems. AEGIS, Corp. for Protection of Commerce & Industry; Attn: G. L. Berkin (importer, agent, security consultants), 8 rue Bovy-Lysberg, P.O. Box 4, 1211 Geneva 11. WTD in prep.

36620—SWITZERLAND—Electronic detection equipment, safe guard systems for airports, test laboratories and applications for industry. Guy Westermann (dist., agent), Bleicherweg 7, 8002 Zurich. WTD in prep.

36622—IRAN—Radio, television broadcast equipment, closed circuit systems. Parosan Co. Ltd., Tehran (importer, dist., agent), 16 Iran Novin Ave., Opp. Mohandesi Artesh, Tehran. WTD 7/71.

36623—PERU—Bank, home, business alarm systems. Rolando Rabines Cardoso (agent), Empresa Nacional de Telecomunicaciones del Peru, (ENTEL-PERU), Las Begonias 375, Lima 27. WTD in prep.

36626—FINLAND — Equipment procedural systems for conducting training in business management, marketing, merchandising. Seppo Arjanne Ky, Attn: Mr. Seppo Arjanne (importer, agent), Sallatunturintie 2 B 11, Helsinki 95. WTD 6/71.

Electronic components, accessories

36740—AUSTRIA—Solid state semiconductor devices for production of electronic equipment. Joens Gesellschaft m.b.H. (importer, dist., wholesale, agent), Rotenhofgasse 17, A-1100 Vienna. WTD in prep.

36740 — PERU — Semiconductor diodes, stacks including rectifiers, integrated microcircuits, transistors, etc. Servicios, Promociones y Distribuciones Generales (importer, dist., agent), Lampa 808, of .201, Lima 1. WTD in prep.

36740—SWITZERLAND — Diodes, transistors, rectifiers, for electronic applications. Elbatex AG; Attn: Mr. Gerny (dist., agent), Alb. Zwyssigstrasse 28, 5430 Wettingen. WTD in prep.

36790 — PERU — Communications equipment, electronic components, accessories including resistors, inductors, transformers for telephone, telegraph apparatus, other similar items. Servicios, Promociones y Distribuciones Generales

(importer, dist., agent), Lampa 808, of .201, Lima 1. WTD in prep.

36792—AUSTRIA—Capacitors for electronic applications. Joens Gesellschaft m.b.H. (importer, dist., wholesale, agent), Rotenhofgasse 17, A-1100 Vienna. WTD in prep.

36792 — SWITZERLAND — Condensors, capacitors for electronic applications. Elbatex AG; Attn: Mr. Gerny (dist., agent), Alb. Zwyssigstrasse 28, 5430 Wettingen. WTD in prep.

36792 — SWITZERLAND — Capacitors, conductors for electric use. Evis-Lacoray AG; Attn: Mr. Erismann (dist., agent), 8132 Egg b. Zurich. WTD 8/71.

36793 — AUSTRIA — Resistors for electronic applications. Joens Gesellschaft m.b.H. (importer, dist., wholesale, agent), Rotenhofgasse 17, A-1100 Vienna. WTD in prep.

36793—SWITZERLAND — Resistors for electronic applications. Elbatex AG; Attn: Mr. Gerny (dist., agent), Alb. Zwyssigstrasse 28, 5430 Wettingen. WTD in prep.

36793—SWITZERLAND—Resistors for electronic applications. Evis-Lacoray AG; Attn: Mr. Erismann (dist., agent), 8132 Egg b. Zurich. WTD 8/71.

36794—AUSTRIA — Coils, transformers, reactors, chokes for electronic applications. Joens Gesellschaft m.b.H. (importer, dist., wholesale, agent), Rotenhofgasse 17, A-1100 Vienna. WTD in prep.

36795 — AUSTRIA — Electronic components, accessories, including integrated and hybrid circuits for production of electronic equipment. Joens Gesellschaft m.b.H. (importer, dist., wholesale, agent), Rotenhofgasse 17, A-1100 Vienna. WTD in prep.

36795—CANADA—Relays for electronic use; transducers—electrical; solenoids for electronic application; switches for electronic application. G. Carl Schweer, Peterborough Process Technology Ltd. (dist., mfr.), 774 Rye St., Unit 3, Peterborough, Ontario. WTD in prep.

36795 — ISRAEL — Recording magnetic tape; television/radio receiving antennas, booster, converters, etc. Exclusive agency Kley Zemer Ltd. (importer, dist., agent), P.O. Box 1381, Haifa. WTD in prep.

36795 — SWITZERLAND — Printed circuits for all kinds of applications. Evis-Lacoray AG; Attn: Mr. Erismann (dist., agent), 8132 Egg b. Zurich. WTD 8/71.

36795 — SWITZERLAND — Wire wrapping tools for electronic industry. EREM SA; Atten: Jean-Jaques Marchand, Vice President (dist., agent, retailer), rue du Stand 40, 1211 Geneva 11. WTD 5/71.

Electrical machinery, equipment, supplies

36930—ITALY—Radiographic X ray apparatus, electromedical equipment. I.C.-E.M. S.p.A. (dist.), Zona Industriale Nord, 36034 Malo (Vicenza). WTD in prep.

36930—SWITZERLAND—Advanced electrotherapeutic apparatus for hospitals, therapy centers, including pertinent monitoring equipment, similar items; pulse frequency, pressure measuring, control apparatus; advanced electrical physiotherapy apparatus. Contimed SA; Attn: Mr. U. Jüdt (dist., agent), Résidence de la Côte 30, 1110 Morges. WTD 7/71.

Motor vehicles, equipment

37111—HONDURAS—Complete line of automobiles; all models of passenger cars. Didemo, S. de R. L. (importer, agent, retailer), Carretera a Suyapa, Tegucigalpa, D. C. WTD 8/70.

37141 — SWITZERLAND — All kinds of parts, accessories for automobiles; original Chrysler, other American brands parts. Garage Bocco AG (importer, dist., retailer), 8730 Uznach. WTD 7/71.

37311—NETHERLANDS—Sailing boats, dinghies, other pleasure craft. Agency or representation for western Europe. MEETRECO N.V., Attn: K. Smeehuijzen, Sales Mgr. (importer, dist./exporter), 60 Schuttevaerweg, or P.O. Box 660, Rotterdam-3008. WTD 4/71.

Engineering, laboratory, scientific, research instruments

38110—FRANCE—Ultra-filtration equipment for separation of macromolécules, biological products. R.M.P. Rotter, Miller et Prein s.a. (importer, dist.), 18, rue d'Arras, 92—Nanterre. WTD in prep.

38112—AUSTRIA—Electronic test, control, analytical instruments for industrial, scientific purposes. Joens Gesellschaft m.b.H. (importer, dist. wholesaler, agent), Rotenhofgasse 17, A-1100 Vienna. WTD in prep.

38112 — FRANCE — Centrifugal freeze driers. RUA S.a.r.l. (importer, dist.), 146, ave. des Champs Elysées, 75—Paris 8. WTD 3/71.

38112—GERMANY—Laboratory, scientific instruments already introduced on European market. Brabender Technologie KG (importer, dist., mfr.), 51-55 Kulturstrasse, 41 Duisburg. WTD 8/70.

38112—ITALY—Blood testing apparatus. I.C.E.M., S.p.A. (dist.), Zona Industriale Nord, 36034 Malo (Vicenza). WTD in prep.

38112—SWEDEN—Laboratory and scientific instruments for use by pathologists, histologists. Bethlehem Trading AB (importer, agent), 31 Gröna Gatan, S-414 54 Göteborg. WTD 7/71.

Instruments for measuring, controlling, indicating physical characteristics

38212—NETHERLANDS — Manometers, gas & water meters. Agency for Common Market. Snikkers' Handelmij N.V., Attn: C.A. v.d. Linde (importer, dist./exporter), 48 Waalhaven ZZ, or P.O. Box 5062, Rotterdam-22. WTD 4/71.

38213 — CANADA — Industrial process control instruments. G. Carl Schweer, Peterborough Process Technology Ltd. (dist., mfr.), 774 Rye St., Unit 3, Peterborough, Ontario. WTD in prep.

38213—GERMANY—Measuring, controlling instruments for chemical industry. Triplan Ingenieur Gesellschaft mbH & Co. K.G. (agent, engineer office), 95 Koenigsteiner Str., 6230 Frankfurt/Main-Hoechst. WTD 7/71.

38213 — NETHERLANDS — Thermometers. Agencies for Common Market. Snikkers' Handelmij N.V., Attn: C.A. v.d. Linde (importer, dist./exporter), 48 Waalhaven ZZ, or P.O. Box 5062, Rotterdam-22. WTD 4/71.

Surgical, medical, dental instruments

38410—CANADA—Disposable hypodermic syringes, needles; small electronic therapeutic devices for diagnostic, monitoring purposes. Octo Laboratory Ltd. (dist., mfr.), 2775 Montée St. Aubin, Laval, Quebec. WTD 7/71.

38410—ITALY — Anesthesia apparatus; surgical instruments, apparatus. I.C.-E.M. S.p.A. (dist.), Zona Industriale Nord, 36034 Malo (Vicenza). WTD in prep.

38410 — NETHERLANDS — Laboratory, scientific instruments for hospital use. Meyvis & Co., N.V., Attn: A. Meyvis, Mgr. (importer, distributor/exporter), 4 Pergolesilaan, Bergen Op Zoom. WTD 2/71.

38410 — SINGAPORE — Surgical bone drill, pen-size, non-electrical. Mr. Rene Postel, Mng. Dir., Schmidt Scientific (Pte) Ltd. (importer, dist., agent), 75 Tanjong Rhu Rd., Singapore 15. WTD in prep.

38410—SWITZERLAND—Physical medicine and physical therapy instruments, apparatus, equipment, all kinds. Dr. Blatter & Co.; Attn: Ernst K. Blatter, Dir. (dist., agent, retailer), Staubstrasse 1, 8038 Zurich. WTD 7/71.

38420 — SWITZERLAND — Aids for the handicapped, equipment for physical therapy, all kinds. Dr. Blatter & Co.; Attn: Ernst K. Blatter, Dir. (dist., agent, retailer), Staubstrasse 1, 8038 Zurich. WTD 7/71.

38421—CANADA—Sterile surgical sutures. Octo Laboratory Ltd. (dist., mfr.), 2775 Montée St. Aubin, Laval, Quebec. WTD 7/71.

38423 — SWITZERLAND — All kinds of personal industrial safety devices, including protective equipment, systems, clothing, belts, accessories, first aid kits, goggles. BDH Distribution SA; Attn: Robert D. Dunning, Pres. (dist., agent), 11 rue d'Italie, 1204 Geneva. WTD 7/71.

Photographic equipment

38611—SWITZERLAND — Identification systems for industrial, commercial security; surveillance systems. AEGIS, Corp. for Protection of Commerce & Industry; Attn: G.L. Berkin (importer, agent, security consultants), 8 rue Bovy-Lysberg, P.O. Box 4, 1211 Geneva 11. WTD in prep.

Musical instruments, parts

39310 — ISRAEL — Musical instruments, all kinds, including parts; specifically pianos, organs (also electronic). Exclusive agency. Kley Zemer Ltd. (importer, dist., agent), P.O. Box 1381, Haifa. WTD in prep.

Toys, amusement, sporting goods

39490 — NETHERLANDS — Camping, sports, spare time, hobby commodities. Agency or representation for western Europe. MEETRECO N.V., Attn: K. Smeehuijzen, Sales Mgr. (importer, dist./exporter), 60 Schuttevaerweg, or P.O. Box 660, Rotterdam-3008. WTD 4/71.

39492—SWEDEN—Golf equipment. Engstedt AB, Fred (importer, agent, retailer), 4 Brännögatan, S-200 13 Malmö 27. WTD 7/71.

Pens, pencils, office, artists' materials

39510—SWITZERLAND — Novelty pens, pencils of all kinds including soft tip pens. Kaegi AG; Attn: Mr. Zeller (dist., agent), Hermetschloostrasse 77, 8048 Zurich. WTD in prep.

39522 — SWITZERLAND — Drawing boards for technical purposes; artists material of all kinds. Kaegi AG; Attn:

Mr. Zeller (dist., agent), Hermetschloostrasse 77, 8048 Zurich. WTD in prep.

39550—AUSTRIA—Inked ribbons, sheets for use with electronic data processing equipment. Correspondence requested in German. Gerta Schoenbichler (importer, dist., retailer), Reichsstrasse 104, A-6804 Feldkirch. WTD 7/71.

Manufacturing industries

39999—CANADA—Original art, water colors, graphics, sculptures. Den-Art Studios (importer, agent, retailer), 416 Third Ave., Ottawa, Ontario K1S 2K7. WTD 2/71.

EDP software

74190 — FRANCE — Software for EDP: packages. Block-Descat V. (importer, agent, exporter), 92-Marnes-la-Coquette. WTD 6/71.

Quarterly Future Construction Abroad Summary Available

A quarterly summary of future construction projects abroad, contract award stories and significant foreign government tenders published in *Commerce Today* and *Commerce Business Daily* during April, May, June 1971, is available to U.S. firms from Business Opportunities Staff, BDC-584, U.S. Department of Commerce, Washington, D.C. 20230. A preaddressed mailing label should be included with the request to facilitate processing and mailing.

The summary, which may also be reviewed at any of the 42 Commerce Field Offices, alphabetically lists project summaries by country in five distinct classes: airport, seaport, railroad and highway projects; hydro and thermal electric plant and irrigation projects; hospital, hotel and housing projects; industrial plant projects; and comprehensive development projects. Whenever possible, names of contractors and responsible agencies are cited, as well as original publication dates.

A limited number of copies of the first quarter 1971 summary is also available upon request and will be distributed on a first-come first-served basis.

Greek Unit To Sell Land For Tourist Facilities

The Building Association of Greek Justices & District Attorneys, 11 Phidious St., Athens, has announced an intent to sell 500 acres of beach and pine-wood land at Skinias, Marathon, about 35 miles from the center of Athens. The buyer should utilize this land by constructing and operating tourist facilities. Plans would have to be approved by the Greek Tourism Organization. Bid deadline is Sept. 18. A set of terms, conditions, and design may be reviewed in Room 5893 of the Construction & Engineering Division, U.S. Department of Commerce, Washington, D.C. 20230.

Thailand Shortens Bid Deadline On Capacitor

Thailand shortens bid deadline on capacitor banks, switchgears, power circuit breakers, air switches, and cable—from Sept. 30 to Sept. 22. See (Commerce Today, Aug. 9, p. 65), and (Commerce Business Daily, Aug. 2, p. 18).

Future Construction Abroad

AUSTRALIA—Plans for a A$100 million **redevelopment of a three acre site in the heart of Sydney** has been submitted to the City of Sydney Council for approval. The site, bounded by George St., Martin Place and Pitt St., involves the amalgamation of about 17 existing buildings, which will be demolished to make way for the new complex. Included in the scheme will be: four 25-story office towers with a six-story building surrounding a three-level pedestrian plaza. Two levels of parking under the whole site. Direct pedestrian access to Martin Place plaza. A proposed pedestrian tunnel will connect the two main plaza levels to Wynyard underground railway station. The redevelopment is a major enlargement on a A$25 million project submitted to the City Council three years ago for about half the site area. This was approved in principle, but since then, further amalgamation of sites has been achieved. It is planned to complete the development progressively over the next ten years.

AUSTRALIA—A large scale plan for an integrated commercial **real estate development** in the Woolloomooloo area of Sydney has been announced, based on large aggregations of titles currently totaling over nine acres and valued at an estimated $A25 million. Following guidelines set down by the State Planning Authority (SPA) in its comprehensive overall outline for the area, the plan could involve buildings worth up to A$400 million over the next 15 years. The land involved is all on the harbor side of William St. and the six basic parcels are bounded by Riley St. on the western (central city) side and Dowling St. on the eastern side, going to within a block of the dockside on the northern perimeter and within a block of William St. to the south. Basic objectives of the SPA plan are: Integration of the area as a whole with the city center across the Domain and Hyde Park. Redevelopment of the bay to become the major Sydney ocean terminal, with associated tourist, commercial and residential growth. A close association between the area and Kings Cross for entertainment. Controlled and appropriate development of William St. Flexibility of development to accommodate individual developers but with ultimate development becoming an integrated environment. Development of these sites has been coordinated with the route of the Eastern Distributor expressway and with the Eastern Suburbs Railway (ESR). Proposals for an extra station "Woolloomooloo" in the ESR are being considered in association with the new development plans.

AUSTRIA—The Austrian Cabinet recently approved a bill providing for investments totaling $620 million between 1972 to 1976 to improve and expand **telecommunication facilities**. Among other projects, the bill envisages the installation of a special network suitable for the speedy and secure transmission of data. In view of the importance which remote data processing and time-sharing are expected to gain in the future, the establishment of high-quality transmission facilities is imperative.

BAHAMAS—The Ministry of Works is considering building a **National Stadium and Sports Center**. Preliminary plans are towards a geodesic stadium with seating for at least 15,000 persons and a covered sports/convention arena holding 8,000 persons. The entire project is estimated to cost $32.9 million. Interested U.S. firms should write directly to: Mr. Simeon Bowe, P.O. Box 5454, Nassau, Bahamas. A copy of a "Primary Brief" (feasibility study) is available on a loan basis from U.S. Department of Commerce, Business Opportunities Staff, BDC-584, Washington, D.C. 20230.

CANADA—Ontario Hydro, a public-owned, financially self-supporting utility, is expanding its facilities at an expenditure rate of more than C$1.5 million every day. This figure is expected to increase over the next ten years. Ontario Hydro, second only to TVA, estimates capital expenditures of C$600 million in 1971. Major expenditures for goods and services are purchased on a bid basis. Firms are selected to bid from an approved bidders list. U.S. firms wishing to be placed on the bidders list should write to one of the three departments of the Department of Supply, Ontario Hydro, 620 University Ave., Toronto, Ontario: Mechanical & Structural Materials; Electrical; Fuels. A copy of the foreign service report covering this program, including a list of the **five generating stations** under construction or approved for construction may be obtained from U.S. Department of Commerce, Business Opportunities Staff, BDC-584, Washington, D.C.

CANADA—The Federal Ministry of Transport has announced approval of a new **terminal at Calgary International Airport**. The official announcement did not mention cost but informed estimates range from $50 to $80 million. Plan and design work will start immediately. Start of construction is forecast for late 1972 with completion in 1975. Interested U.S. businessmen should contact Federal Ministry of Transport, Ottawa, Ontario.

CANADA—Working drawings are nearing completion on a $1.6 million, 100-unit **low rental housing project** at Vancouver, B.C. Construction of the seventy two-story garden apartments and two three-story apartments, containing 30 units, is expected to commence late this year. Completion is scheduled for December 1972. The architect for this project stated that while some preference would be given to the procurement of materials and equipment in Canada, such items as heating and plumbing equipment, kitchen appliances and electrical distribution equipment would be needed. Interested U.S. firms should direct their inquiries to: Richard Archambault, Architect, Downs-Archambault, 547 Homer St., Vancouver, B.C.

FRANCE—Societe Chimique des Charbonnages de France has obtained authorization to build a second **steam cracking unit** at Carling. This new unit will bring the total production capacity of ethylene to approximately 400,000 metric tons/year in 1974. This project is part of a large chemical expansion program in the Lorraine area. The first phase is the de-

velopment of a polystyrene unit in Dieuze. Reports state that production capacity in Dieuze will be increased shortly from 25,000 to 32,000 metric tons/year to reach 50,000 metric tons/year by 1975.

FRANCE—It has been reported that an **office building** "EUROPA" will be constructed in the CAR (Centre d'Affaires Regional) area de la Belle Epine, near Orly airport adjacent to Rungis, the location of the new central market which has replaced the world-famous "Les Halles." "EUROPA" will be an eleven-story building; including 100,000 sq. ft. of offices, and several parking areas. Completion is scheduled for the spring of 1972. Contact: Monsieur de Pierrefeu, SINVIM, 25, avenue Kleber, 75-Paris 16e. Monsieur H. Colboc, Architect, 7, rue de l'Admiral d'Estaing, 75-Paris 16e.

JAMAICA—Four major projects are planned for Montego Freeport, Jamaica's newest deep-water port. They are: negotiations for the **construction of Berth One** which would extend Berth Two another 700 ft. for a total of 1300 ft. of wharf at 34 ft. of water are being held with Taylor Woodrow (U.K.). The local agent is Taylor Woodrow Chang, 15 North St., Kingston; Texaco is putting up several **oil storage tanks**. Details might be available from the General Manager, Texaco Caribbean Inc., 92 Windward Rd., Kingston 2; Fletcher & Co. Ltd. are about to begin a **warehouse, cold storage, and furniture factory** complex in the Freeport area. Architects: Simpson, Anson, Grove, Haack & Associates, 26 St. James St., Montego Bay; Freeport's own **100-unit condominium** opposite Montego Towers and adjacent to the yacht club will be four blocks of two stories each. Architects: Anson, Grove, Haack & Associates, Fort Lauderdale, Fla. U.S. firms may also contact Montego Freeport Ltd., P.O. Box 303, Montego Bay. Offices are located at 29 Union St., Montego Bay. Mr. T. Williams is in charge of Port Development.

KOREA—The Republic of Korea Ministry of Construction (MOC) has announced plans to **develop 17 Class-I ports (international ports) and 23 Class-II ports (domestic ports)** during the third Five-Year Economic Development Plan (1972-76). The plan calls for W50.5 billion to be spent on the 13 major Korean ports: Inchon, Changhang, Kunsan, Mokpo, Yosu, Cheju, Masan, Pusan, Ulsan, Samchok, Mukho, Samchonpo, and Pohang. Another W8 billion is allotted for the other ports. The plan is to increase combined cargo handling capacity of the ports from the present 18 million tons to 39 million tons annually. According to MOC sources, an estimated $16 million in foreign exchange will be used to purchase **sheet steel piles, dredges and heavy construction equipment**. Lyon International Co., Baltimore, Md., is now conducting a UNDP-financed technical survey of the major ports. Upon completion of the survey, MOC will work out a detailed plan and establish priorities.

MALAWI—The proposed **Karonga Agricultural Project** is an effort to increase crop production and farm income in Malawi's hitherto neglected northern region. The project is to be located on the Karonga Lakeshore plain at the northern end of Lake Malawi and, for livestock development purposes, will include the plateau area behind the plain (Chitipa District). The cost of the project is estimated at $5.6 million. The Malawi Government has requested that the International Development Association (IDA) provide financing for the project and an IDA team visited Malawi last spring to study the project. The largest single bloc of the $5.6 million programmed to be spent on the project is the $2.5 million which is allocated for engineering services, equipment and construction of the irrigation system for rice production. This includes both the intensively irrigated 2,700 acres and the annually inundated 6,200 acres. This part of the project will require the engineering work and earth-moving equipment normally associated with irrigation projects. The second largest part of the project is $1.2 million being devoted to lake port improvements and purchase of large bulk transport barges. The former will include construction of the jetties and storage and handling facilities at both Chilumba and Monkey Bay. The latter will include the purchase of at least two large self-propelled barges reportedly of the "Harbormaster" type now in use in East Africa. These will need to be assembled or reassembled on the lake since there is no navigable link to the ocean. There appears to be considerable potential for U.S. firms to participate in the project both as direct contractors and suppliers of heavy equipment. The engineering and construction of the irrigation system offers opportunity for U.S. firms as does the port construction. U.S. shipyards may be able to offer competitive bids on the lake barges.

NORWAY—Norsk Hydro A/S (Bygdøy Alle 2, Oslo 2) has overcome two important hurdles in connection with its plans to build an **oil refinery** in Norway: the selection of a site at Mongstad (60 km. northwest of Bergen) and the receipt of a guarantee from the Norwegian Parliament on the availability of 2.5 billion kWh of power annually. Norsk Hydro plans to ultimately expand its investment at the Mongstad site to include a **petrochemical plant and a magnesium processing facility** in addition to the refinery.

CANADA—Alberta's provincial government has announced a feasibility study, currently underway, for construction of an integrated steel mill variously estimated to cost $100-145 million. The study is expected to be completed in a few weeks. The results will be made public and thus will be available to interested companies in the U.S. Ample coking coal is available in Alberta. There are also large deposits of low grade iron ore. However, the plan of one interested company (Canadian Phoenix Steel and Pipe Ltd.) is to import iron ore to Vancouver and transport it by rail to Alberta, using now empty backhaul capacity of unit trains carrying coking coal from Alberta to Vancouver for shipment to Japan.

KOREA—The Ministry of Transportation (MOT) verified press reports that the Ministry plans to improve **tourist facilities** with a World Bank loan. A formal proposal will be prepared after a World Bank team finishes its survey which was to have been completed on May 15. Kyungju and Cheju Island, two favorite Korean tourist areas, are being given top priority for development. The loan, if obtained, will be used to finance the building of modern tourist hotels, and related construction works including the improvement of road conditions and public utilities.

KOREA—The Medium Industry Bank is negotiating a $15 million Asian Development Bank loan for **sublending to private enterprises**. An ADB survey team arrived April 29 to study the feasibility of the project. Sub-loans will be allocated to eligible firms for **purchase of manufacturing equipment** from ADB member nations (the U.S. is a member). The Medium Industry Bank is hopeful that the loan will be approved immediately after the survey scheduled to take about three weeks. No other details were disclosed.

FRANCE—The French **hotel industry** continues to expand and to offer opportunities for U.S. firms. Listed below are seven hotel projects on the drawing boards, or shortly to get underway: *Hotel Meridien*—Boulevard Gouvion St. Cyr, Paris 17, 1027 rooms, Architect is Rene Coulon, 12 rue des St. Peres, Paris 7e, opening date scheduled for Spring 1972. *Prexotel*—20 rue Jean Rey (next to Hilton Hotel), Paris 15e, 418 rooms, Architect is Jean-Claude Perillier, 47 rue Blanche, Paris 9e, opening date scheduled for the end of 1971. *Sofitel Sevres*—Near Heliport, Issy-les-Moulineaux, 631 rooms, Architect is Henri Bernard, 44 av. d'Iena, Paris 16e, opening date now said to be April 1974. *Hotel Club Mediterranee*—58 Boulevard Victor Hugo, Neuilly, 342 rooms, Architects are Georges Masse and Fernand Roy, 25, Av. de l'Europe, 92–Sevres, opening date scheduled for the end of 1971. *Sheraton*—Rue du Commandant Mouchotte, Paris 14e (near Montparnasse Station), 1000 rooms, Architect is Pierre Dufau, 4 rue Oudinot, Paris 7e, opening date scheduled for the end of 1973. *Kennedy Hotel*—80-104 Avenue du President Kennedy, Paris 16e, 1000 rooms, Architect is Andre Remondet, 79 Champs Elysees, Paris 8e. No opening date scheduled; however, we understand that construction plans are for a tower 156 meters tall. *Holiday Inn*—Rungis, 700 rooms, Architect is Mr. Colboc & Mr. Philippe, 7, rue Amiral Estaing, Paris 16e. No opening date scheduled.

KOREA—Negotiations are in progress for $43.48 million in World Bank loans for highway projects. Included in the credits being discussed are $36.63 million for the construction of the two-lane Honam Highway, 370 kilometer highway, linking Chonju, Sunchon and Pusan, $750,000 for detailed engineering services for the design of part of the proposed Yungdong Highway, involving the 114 km Wonju-Kangnung Highway, and the 97 km, Samchok-Sokcho Highway, $1.4 million, for a highway maintenance project, including procurement of maintenance equipment, is also being negotiated. The proposal for loans also includes $4.7 million for a feasibility survey of a project to expand 10 existing public roads into modern highways including the following: Seoul-Yichon-Changhowon-Chungju-Munkyong-Sangju-Kimchon (253 km); Wonju-Chechon - Tanyang - Yungju-Andong-Uisong-Kunwi-Taegu (262 km); Taegu-Changnyong-Masan (104 km); Chechon-Chungju-Chongju (126 km); Wonju-Chungju (55 km); Chonan-Hongsong-Changhang (146 km); Inchon-Suwon (47 km); Samchok-Pohang (223 km); Sunchon-Posong-Kangjin-Mokpo (141 km); Naju-Kangjin (43 km).

JAMAICA—In 1971 demand for cement in Jamaica is so high that total domestic production (about 450,000 tons annually of clinker) is being bought locally,

and the Caribbean Cement Co., Rockfort, Kingston, is buying cement from Colombia to meet some of its overseas commitments. **New facilities for doubling cement output** are being studied. They would involve the use of conveyors instead of dump trucks for moving raw materials and the storage of raw materials under cover instead of in the open, so full capacity production could be maintained in wet weather. Process Service Inc. of Milwaukee is doing the design and engineering for this project which is well advanced, as well as for an expansion of the kiln and mill machinery scheduled for the second half of 1971. The Managing Director, Mr. Sydney Chen See, will be tendering for bids once the design is approved. Plans to build another cement plant in Montego Bay were suspended as the cash flow from the Rockfort operations could not provide the required capital. However, the company has purchased real estate in Montego Bay to be used for the erection of a plant if and when the directors consider the prospect feasible. Concessions or incentives are being sought by the company from the Government of Jamaica.

LIBYA—Libyan Ports and Lights Authority will shortly announce a new tender for **expansion and modernization of Tripoli Port.** The project will almost triple mooring space, and calls for an increasing draft from 7.5 meters to 12 meters. Scope of the work will probably include dredging and building breakwaters, quays, buildings, roads, utilities and navigational aids. Interested firms should contact Faisal Al-'UQAB, Director General, Ports and Lights Authority, Tripoli.

VENEZUELA—The Ministry of Public Works has published the following list of **29 projects to be executed or in progress in and around Caracas.** They require a total investment of over one billion bolivars. All projects will be open to national bidding only. U.S. firms should alert their local outlets of these forthcoming opportunities and register with the "Registered List of Suppliers" of the Ministry. The projects are: 1) Continuation of Avenida Boyaca; this project is in progress and pre-selection of bidders has been concluded. 2 Traffic distributor "Baralt" in downtown Caracas. 3) Re-pavement of highway Tanaguarena-Caracas, 30 km. in length. 4) Throughway Puente Veracruz-Baruta; in progress. 5) Wheat storage silos in the port of La Guaira; in progress. 6) Landing strip on La Orchila Island; almost complete. 7) Breakwaters in La Guaira port; in progress. 8) Breakwaters in La Guaira port, cargo area; almost complete. 9) Canalization of Guaire and Valle Rivers; in progress. 10) Maiquetia Airport. 11) Dining hall for Industrial Technical School; almost complete. 12) Economic Faculty of the Central University; the building is to have 11 floors and be completed by 1973. 13) Laboratory for Sanitary Engineering, Central University; to be complete by the end of 1971. 14) Experimental facilities, Central University; to be completed during 1971. 15) Western General Hospital, 587 beds, 12 floors; work in progress. 16) Psychiatric Hospital modernization and enlargement, almost completed. 17) Home of limited treatment of cancer patients; almost complete. 18) Dermatological Institute of Vargas Hospital, seven floors; to be completed 1972. 19) College of Engineers, improvements; to be completed by middle of 1972. 20) Vacation home for newspaper men in Naiquata, 12 floors; work in progress. 21) Baseball stadium, reconditioning. 22) School, 2-story building; 30% complete. 23) School, 3-story building; to be completed this year. 24) Textile School, 3-story building; in progress. 25) Electronic Laboratory, Industrial Technical School; to be completed soon. 26) Technical School, 3-story building; in progress. 27) Technical Institute, 5-story building; in progress. 28) Army headquarters building; to be completed by 1975. 29) Simon Bolivar University, total cost Bs. 25.5 million; the first building is complete.

INDONESIA—The following status of Sections II and III of the **World Bank Highway Program in Indonesia** has been reported. Section II includes the final engineering plans for the 500 km. of road from Lubuklinggo to Sidjungdjung in South Sumatra by Sauti of Italy. Other projects may be added to Section II. Section III will include the final engineering design of the 800 km. road from Padang to Medan, in Sumatra. It may also cover engineering studies of associated feeder roads. U.S. firms should contact the Directorate General of Highways, Dept. of Public Works & Power, Djalan Pattimura 7, Kebaporan Baru, Djakarta, for additional information on Indonesia's highway program.

FRANCE — Saint-Gobain has recently announced the construction of a new **fiberglass plant** in Orange. Construction will be started next summer and the facility will start operating at the beginning of 1973. It will include two lines of production employing 250 persons with a production capacity of 15,000 tons. A third line is planned to operate in 1975 and will employ 400 persons. This first part of the construction will necessitate an investment of 55 million francs. The second part, which will be completed by 1980, will double production capacity which will then equal the Rantigny plant's production capacity (45,000 tons, employing 800 persons). Other investments will be made by Saint-Gobain to improve production capacity of other plants in France.

EL SALVADOR—The Planning Committee for School Construction, a division of El Salvador's Ministry of Education, invites local and foreign firms of World Bank member countries to prequalify for the supply of a total of $2.1 million worth of **equipment for 35 secondary schools** being constructed. The Planning Committee has indicated its areas of interest is as follows: 1. laboratory equipment related to the study of physics, chemistry, biology, and microtechnology. 2. equipment related to instruction in electricity, electronics, automotive, and general mechanics. 3. workshop for instruction in poultry raising, operation of farm machinery, laboratory procedures, and the study of animals and seeds. 4. school room and office furniture. As they become available, specific bidding lists will be distributed to qualified bidders. U.S. suppliers who have no local representatives are eligible. No specific deadline has been set for prequalifying, but firms should register to prequalify soon. Write: Lic. Benjamin Canas, Senor Proveedor General de la Republica, Avenida Espana No. 613, San Salvador.

INDIA—The Government of India will receive a $75 million credit from IDA to assist in financing the purchase of equipment and materials required to **implement power transmission development programs in nine Indian States** under the Fourth Five-Year Plan (1969-74). A copy of the Foreign Service Report including voltage and cost requirements can be obtained from Business Opportunities Staff, 580-BOS, Dept. of Commerce, Washington, D.C. 20230.

INDONESIA—The following status of Sections II and III of the **World Bank Highway Program in Indonesia** has been reported. Section II includes the final engineering plans for the 500 km. of road from Lubuklinggo to Sidjungdjung in South Sumatra by Sauti of Italy. Other projects may be added to Section II. Section III will include the final engineering design of the 800 km. road from Padang to Medan, in Sumatra. It may also cover engineering studies of associated feeder roads. U.S. firms should contact the Directorate General of Highways, Dept. of Public Works & Power, Djalan Pattimura 7, Kebaporan Baru, Djakarta, for additional information on Indonesia's highway program.

EL SALVADOR—El Salvador's public **telecommunications company has announced a $5 million expansion program.** Some of the supplies needed are 14,000 telephones, 2,000 of them to be installed and in operation by June 1972; additional "telex" units to tie in with existing lines; more micro-wave units for 21 additional channels to enhance services between San Salvador, Santa Ana, San Miguel, and a few towns; and an expanded telephone/telegraph wire transmission network. Further information can be obtained from: Sr. Jose Mauricio Orantes E., Gerente, Administraction Nacional de Telecomunicaciones (ANTEL), 2a. Calle Poniente y 5a. Avenida Sur, San Salvador.

INDIA—The International Development Association (IDA) intends to grant a $60 million credit to the Government of India to finance the foreign exchange cost of **raw material and equipment required by Indian Railways.** The proposed credit is part of a long term development program whereby IDA is rendering financial assistance to improve and expand India's railway system. The credit will cover the procurement of basic products required by the workshops of Indian Railways, i.e., steel billets and plates, copper wire, railway wheels and axles, diesel components, lathes, machine drills and griders. A specific dollar value covering the procurement of each product has not been determined, and Indian Railways will conduct a phased program of procurement issuing a series of invitations for bids as opposed to a single tender covering the full value of the credit. As is customary, procurement under the credit will be on a basis of international bidding.

MEXICO—The Minister of the National Patrimony has announced plans to construct a **$150 million hydrofluoric acid plant** in Monterrey. The plant will have a capacity of up to 65,000 metric tons annually.

ALGERIA—The Wilaya of Oran Public Works and Construction Department will issue an international tender in the beginning of 1972 for the construction of a **wet-dock in the Arzew port.** Firms interested are required to send financial and

technical references and to give details on similar or more important works carried out in the previous 10 years. The tender will be divided into six parts: a) engineering, b) dredging, c) fire security, equipment against fire, d) electric light installation, e) ordonnance and supplies for ships (water, fuel compressed air, telephone, and f) signalling. The work will start in the beginning of 1973. The deadline to submit dossiers is Sept. 30, 1971. A copy of the official notice (in French) is available from the Construction & Engineering Div., BDC-742, U.S. Dept. of Commerce, Washington, D.C. 20230, and the U.S. Dept. of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102 (telephone: 415-556-5868). Additional information is available from the Direction des Travaux Publics et de la Construction de la Wilaya d'Oran, Boulevard Mimouni Lahcene, Oran, Algeria.

CANADA—Construction of a two-story, $3 million, two-office building complex of precast, reinforced concrete, was expected to begin in Burnaby, British Columbia, at the end of July. The President of the company responsible for this project stated U.S. suppliers are invited to bid on supplies and equipment and should direct their inquiries to: Mr. Ivan Kraemer, President, Professional Realty Corp., Ltd., 555 Burrard St., Vancouver, B.C.

FRANCE—A summary of **private construction projects** in the metropolitan Paris area can be obtained from U.S. Department of Commerce, Business Opportunities Staff, BDC-584, Washington, D.C. 20230.

U.S. AID Unit In Morocco Selling Used Farm Machines

The following used machinery is offered for sale by the U.S. Agency for International Development in Rabat, Morocco: ten International Harvester combine harvesters, Model 403c Diesel; ten Krause Cultivators, Model 730; ten tractors, Model 1256 IH; 14 tractors, Model 624 IH; two tractors, Caterpillar D-6; Berliet trucks, two Model B8 (10-ton); one Model B10 (12-ton); spring tooth cultivator; Haybaler (IH 57); fertilizer spreaders; wagons; mower; sprayer; two harrow offset disks (IH); spike tooth harrow; grain drill; five hitches; Walden WHBC; plow disk; harrow tandem disk; welder; generators; air compressor; seed cleaner; grain elevator; drills; tools; one wheat cleaning installation, complete, Eureka Model 8.

Inquiries should be sent to USAID, Embassy of the United States, 43 Ave. Allal Ben Abdellah, Rabat, Morocco.

Thailand Offers Construction Contract For Transmission Lines

The Electricity Generating Authority of Thailand has issued an invitation for bids for the construction of 230 KV transmission lines between Bangphli and Ao Phai (Tender No. TL 2). Bid deadline is Oct. 5. Specifications and bidding forms are available for sale at $50 per set of two copies (not refundable from: Foreign Purchasing Section, Procurement Division, Supply and Procurement Department, Electricity Generating Authority of Thailand, Nonthaburi.

Other Foreign Official Tenders

ECUADOR—The Ministry of Public Works has invited local firms and those of member countries of the Inter-American Development Bank to **apply for qualification to bid on construction of the Ambato-Banos-Puyo Highway and the Yaguachi-Milagro and Boliche-Puerto Inca Highways**. The highways, totaling 149 kilometers, will cost an estimated sucres 260 million ($10.4 million). The work to be performed includes earth moving; permanent structures; highway subbase, and asphalt cappings. A loan from the Inter-American Development Bank will help to finance the projects. Partial or total applications for qualification are acceptable for the construction of the highways: 1) Ambato-Banos-Puyo, 103 kilometers, up to asphalt mat capping; and 2) Yaguachi-Milagro and Boliche-Puerto Inca, 46 kilometer up to D.T.S. capping. Subsequently, under this same loan, the Ministry of Public Works will invite qualified construction firms to participate in bidding on construction of the following highways: a) Puyo-Macas, and b) La Avanzada-El Pache. Prequalification deadline is Sept. 17. Information is available from Ministry de Obras Publicas, Proyecto Ecuador-BID: Registro de Contratistas, Calle Chile 1267, Quito.

EL SALVADOR—Jose Alfonso Valdiviesо, Manager of the Market Construction Council of San Salvador (COMERSAN) has informed the U.S. Embassy that his organization will qualify U.S. building construction contractors, in addition to the already prequalified local or Central American building contractors, for acceptance of construction bids for **two large markets** in the city of San Salvador. As soon as possible, U.S. firms should send their technical and financial references, such as number of civil engineers employed, where and how many markets or similar jobs have been done, financial statements, latest balance sheets to the following address: Consejo de Mercados de la Ciudad de San Salvador (COMERSAN), 5a Avenida Norte 1233, San Salvador, El Salvador, Central America. Details of the two markets will be ready in about two months. The specifications, when ready, will not be mailed out to prequalified firms, but handed to their local representatives in San Salvador after payment of a returnable deposit of about $200. The Government of El Salvador, the Municipality of San Salvador and the Inter-American Development Bank will finance the construction.

INDIA—The Chief Controller of Telegraph Stores has issued Tender No. W-115/P-71/5 for the supply of **communications equipment.** Bid deadline is Nov. 4. Bid should offer eleven watchkeeping receivers and alarm keyers, six sets of frequency measuring equipment, three 2.5kw MF transmitters, eight thruline wattmeters and two log periodic antennae. Copies of tender announcement and specifications are available from the India Supply Mission, 2536 Massachusetts Ave., Washington, D.C. 20008 or on a short-term loan basis to firms located in the U.S. from the Communication Division, BDC-720, Room 4320, U.S. Department of Commerce, Washington, D.C. 20230. (Telephone: 202-967-4823).

KUWAIT—The Central Tenders Committee invites tenders for civil engineering works and ancillary construction works for the **Shuaiba South Power and Water Production Station** (Tender No. MEW/22/3PEM/29-71/72). Tenders are open to contractors classified under Category I for construction of high engineering level. This tender is being issued in connection with Ministry of Electricity and Water plans to expand the Shuaiba South Power Station through the installation of two additional 134,000 KW/hour generating trains. Bid deadline is Sept. 21. Tender documents are available for KD150 ($480) from the Central Tenders Committee, Sief Palace, Kuwait, State of Kuwait.

NEW ZEALAND—The Secretary, Tenders Committee, N.Z. Broadcasting Corp. has issued tender No. M1630/F10719 for the supply of a **microwave television relay**. Bid deadline is 4 p.m., Sept. 4. Copies of tender announcement and specifications are available from the New Zealand Embassy, 10 Observatory Circle NW., Washington, D.C. (202-265-1721) or on a short-term loan basis to firms located in the U.S. from the Communications Division, BDC-720, Room 4320, U.S. Department of Commerce, Washington, D.C. 20230 (Telephone: 202-967-4823)

PAKISTAN—The Director of Supply, Government of East Pakistan, 48 Motijheel Commercial Area, Dacca-2, Cable: "SUPPLY," Dacca has issued tender No. S-11/193/68-69/IDA/B with a deadline of Oct. 15 at 10 a.m. for **41 assorted items:** voltmeters; ammeters; watt hour meters; illumination and power factor meters; portable recording instruments; condensors; regulators; capacitors; resistors; artificial load (resistive type); switches; breakers; distribution panels and accessories, plugs and cords; adjustable bench growler; Ohm's Law Trainers; vibrators, and blowers. The procurement will be financed by IDA Credit No. 87-Pak. Tender documents giving terms and conditions of the tender and specifications of equipment are available from the above address for RS. 10/-(not refundable) or its dollar equivalent per set (U.S. $1=4.76 rupees) or from the Business Opportunities Staff, BDC-584, Office of Business Services, U.S. Department of Commerce, Washington D.C. 20230 (202-967-4674).

PAKISTAN—East Pakistan Agricultural University invites bids for **instructional equipment** consisting of general purpose equipment including grain dockage sieves, soil thermometers, bioplastic mounts for botany charts and models, moisture testers, etc.; electronic and electrical equipment including germinators, seed samplers, autoclave, electronic colony counter, bulbs for cyclosport illuminator, etc.; optical equipment including photomicrography equipment, refractometer, etc.; glass wares including inverted glass jars, vials, funnels, etc.; chemicals including tertiary butyl alcohol, etc. Tender No. is AU/Equip/IDA-49-Pak/70-71, and the bid deadline is Sept. 30. Tender documents are available for 70 Rupees (US $1 equals 4.76 Pak. Rupees), from the Project Director, East Pakistan Agricultural University, Mymensingh, East Pakistan.

Cable: "AGRIVERSITY", Mymensingh. One copy is available for review only at the Department of Commerce, BDC-708, Room 2329, Washington, D.C. 20230.

SINGAPORE—Government of Singapore Public Utilities Board invites public tender for the supply and delivery (including supervision of erection and commissioning) of a **naptha-based gas making plant** capable of producing three million cubic feet of gas daily with calorific value of 500 BTU per cubic foot. Bid deadline Oct. 1. Tender documents available from Secretary, Public Utilities Board, City Hall, Singapore 6, Republic of Singapore, upon receipt by registered mail of refundable deposit of 500 Singapore dollars (U.S. $166.66).

THAILAND—Supply 2,000 sets of **preformed armor grip suspension** for 795 MCM, 37-strand all aluminum conductor. Tender No. MEA-PSD-251, bid deadline Sept. 27. Specifications available on loan from Department of Commerce, Washington, D.C., Room 5898C, Power Equipment Program, ★(Phone: 202-967-5585), or contact Purchases & Stores Department, Metropolitan Electricity Authority, 121 Chakraphet Road, Bangkok 2.

New Trade Lists

The Bureau of International Commerce has published the following Trade Lists of which mimeographed copies may be obtained by firms domiciled in the United States from BIC-924, Department of Commerce, Washington, D.C. 20230, and from Department of Commerce Field Offices. The price is $1.00 per list for each country.

American Firms, Subsidiaries and Affiliates—Brazil, July 1971

American Firms, Subsidiaries and Affiliates—Singapore, May 1971

State Trading Organizations — Romania, May 1971

UAR Requests Tenders For Pumping, Transformer Stations

The Nile Delta Authority for Tile Drainage Projects, 5A Elgoheiny St. Dokki Giza, has issued a call for bids for the supply and erection of 11 (eleven) electrically driven pumping stations & transformer substation & their auxiliary supplies for the Nile Delta Covered Drainage Project: Pumps shall be driven directly by electric motors, or through reduction gears if necessary; proposed classification of different capacities of pumps is in four groups— 2.5, 5, 6, & 8 cubicmeters per second; pumps shall be of the propeller axial or semiaxial flow, closed type, tube casing design; & two main transformers each 20/20/12 MVA, 66/33/11 K.V. The bid deadline is Oct. 16.

Tender documents, made up of four parts, are available from the issuing authority for L.E. 100 (US$230) plus airmail postage of L.E. 10 (US$230). A set of the tender documents may be reviewed in Room 5893 of the Construction & Engineering Division, U.S. Department of Commerce, Washington, D.C. 20230.

Visiting Buyers And Officials

AUSTRALIA—George Charles Cook, Plant-Fab Construction & Installations Pty. Ltd., P. O. Box 816, Morwell, Victoria 3840, interested in licensing agreements and distribution in Australia **for quarrying and mining equipment such as ore sorting and screening plants; conveyors; sewerage treatment and pollution control devices; heat exchangers and condensers, and requesting technical information.** Sept. 1 via San Francisco for 21 days. c/o Australian Consulate General, 1 Post St., San Francisco, Calif. 94104. Itinerary: San Francisco, Houston, Columbus, O., New York, cities in New Jersey. WTD 7/71.

BELGIUM—J. R. Righenzi, Managing Director, PERFECTA Graphic International, rue des Palais 279, 1000 Brussels, interested in meeting firms in **sales promotion, direct mail advertising** and point-of-sale advertising. Arriving New York Sept. 10 for 15 days. c/o Julius R. Teich, Century Display Mfg. Corp., 53 Eliot Memorial Rd., Newton, Mass. Itinerary: Chicago, Washington, New York.

CHILE—Enrique & Roberto Desmaras, Managers, Luis M. Desmaras S.A.C., Alameda B. O'Higgins 1150, Santiago, **interested in representing U.S. manufacturers of sound, communications and electronic equipment and requesting technical information.** Aug. 18 via New York for 20 days. c/o M. Rose, Vice President, Singer Products, 30 Church St., New York, N. Y. 10007; Vernon Brown, 1223 Chippewa Dr., Richardson, Dallas, Texas 75212; Wally Carpenter International Rectifier, 233 Kansas St., El Segundo, Calif. 90245. Itinerary: New York, Dallas, Los Angeles. WTD 5/70 under revision.

CYPRUS—Costa Lucas, Lucas Central Radio Trading Co., interested in **household appliances and central air conditioning** contractors. Arriving N.Y. August 12 for 17 days. c/o Fedder International Corp., New Jersey. WTD 7/71.

ITALY—Guido Ducci, Ducci Guido & Co., 85 Via della Scala, Florence, interested in **men's, women's, and children's trousers.** Arriving New York Aug. 20 for ten days. c/o Mrs. Mary Tucci, 56 Beaver St., New York, N.Y. 10004. Itinerary: open. WTD 7/71.

JAPAN—Osamu Koyama, General Manager Osaka Office, and Mineo Yamamoto, Sales Engineer Tokyo Office, representing Asahi Co. Ltd., 1-79 Ohsu 4-chome, Nakaku, Magoya, interested in importing U.S. **electronic measuring instruments** into Japan, exporting Japanese digital reset/reversible counters; attending WESCON Show, San Francisco. Aug. 15 via New York for 2 weeks. Itinerary: New York; 8/19-23 Los Angeles c/o Hotel Figueroa, 939 S. Figueroa St., Los Angeles, Calif.; 8/24-28 San Francisco c/o Sheraton-Palace, Market at New Montgomery, San Francisco, Calif. WTD in preparation.

KUWAIT — Moustafa Hamdy Abdel Hamid, representing Dr. M. H. El-Saie, Consulting Engineers, Fahad Salem Str., Thunayan al-Ghanem Bldg., Apt. 10, P. O. Box Safat 4871, Kuwait, **interested in contacting U.S. manufacturers of air conditioning equipment and fire fighting equipment.** Aug. 22 via New York for 3 weeks. c/o Dept. of Commerce. Itinerary: New York, Washington, D.C.; will attend ASHRAE & IIR Conference. WTD in prep.

MEXICO—Luis and Jose Rice, Fundiciones Rice, S. A., Mazatlan, Sinaloa. Interested in **brass and bronze foundry developments.** Arriving Philadelphia Aug. 15 for two weeks.

PAKISTAN—Mian Tajammal Hussain Chenab Textile Mills, 30 Shahrah-e-Quaid-e-Azam, Lahore, **interested in meeting U.S. manufacturers of textile machinery for cotton broad woven fabric.** Mid-Aug. via New York for 2 weeks. c/o Hamid Jalal, Pent House B-6, 1175 York Ave., New York, N.Y. 10021 phone (212) 832-9768. Itinerary: New York. WTD 8/70.

SOUTH AFRICA—W. S. Hope, General Furnishing Co., 15 Central Ave., P.O. Box 45017, Mayfair, interested in **household furnishings and retailing.** Arriving Chicago Aug. 26 for three weeks. Itinerary: Chicago, New York, St. Louis, Miami, Houston, San Francisco.

Gabon Invites Bids To Supply, Install School Equipment

The Republic of Gabon invites bids for the supply and installation of **school furniture, training aids, and scientific laboratory equipment** in seven schools including primary school, teachers training school, and a center for professional development in Libreville; school and center for professional development in Port Gentil; and three other schools in Oyem, Franceville, and Ndende.

Tender documents are available at $23.20 for each school lot, except $28.82 for the teachers training school at Libreville. Prospective bidders may submit proposals for the entire package or portions before Sept. 14. Total value is approximately $279,000. Address inquiries, preferably in French, and make certified check payable to Monsieur le Ministre de l'Education Nationale et de la Culture (Service de la Plannification) B.P. 334, Libreville.

Thailand Revises Deadline For Distribution Equipment

The Electricity Generating Authority of Thailand, Nonthaburi has revised the bid deadline on tender No. A-005 for the supply of following equipment: main control board, indicating meters and synchronizing equipment, protective and auxiliary relays, control and instrument switches, potential and current test devices and initiating lamps, from Oct. 10 to Oct. 8. (*Commerce Today* of 8/9/71, p. 64), and (*Commerce Business Daily*, 7/30/71, p. 19).

Algeria Announces Tenders On TV Retransmission Receivers

Algeria's Ministere De L'Information Et De La Culture has issued Tender No. 208/E for the supply of thirteen (13) TV retransmission receivers. Bid deadline is Oct. 30. Copies of tender announcement and specifications are available from the Algerian Interests Section, Embassy of Guinea, 2118 Kalorama Road NW., Washington, D.C. 20008, (202-234-7246).

International Business Reports

International Marketing Guide for Technical, Management and Other Consultants. Published by World Trade Academy Press, Inc. 600 pp. $25.

This is Volume 6 of the American Encyclopedia of International Information, which is designed to probe the problems and opportunities that confront businessmen dealing with overseas markets. Sections include How to Sell American Know-How Abroad, Different Types of Consultants Working in Overseas Projects, and Guides for American Consultants in the Western Hemisphere, Near East and South Asia, East Asia and Australasia, Africa and Western Europe.

Write: Simon & Schuster, Inc., Technical and Reference Book Division, 1 W. 39th St., New York, N.Y. 10018.

Foreign Investment in Yugoslavia. By Dr. Miodrag Sukijasovic. 178 pp. $9.

Outlines the multiple Yugoslav statutes which cover equity capital in a socialist economy, the method of joint investment venture and protection of the property rights of foreign investors. The second half of the work deals with the implementation in practice of the Yugoslav legislation. Appendices include a list of the pooling-of-assets contracts concluded up to Jan. 1, 1970 and a selected bibliography on foreign investment in the Yugoslav economy.

Write: Ocean Publications, Inc., Dobbs Ferry, N.Y. 10522.

Statistical Atlas of Economic Indicators for the Trust Territory of the Pacific Islands. 35 pp. Free.

This compilation of economic trends in the Trust Territory presents statistics oriented toward development decisions. Historical economic data are shown on more than 225 graphic profiles which provide a planning and marketing tool. Examples of the graphic presentations are: Time Requirement for Doubling Population; Trade Characteristics; Agriculture; and Employment.

Write: Department of Resources and Development, Economic Development Division, Trust Territory of the Pacific Islands, Saipan, Mariana Islands 96950.

Survey of Investment Funds. Published by the Financial Post. 1971. 402 pp. $9.

Covers Canadian mutual funds, closed-end investment trusts, and funds operated by trust company and life insurance firms as well as investment management companies whose shares are publicly owned. A new feature of this year's Survey is a comparative table on the performance of equity funds offered by life insurance companies. Other special features include tables comparing the performance of the funds for varying time periods over the past 10 years; tables on changes in net asset value per share and details on management costs and on the growth of the funds; and tabulations of all Canadian stocks, and of U.S. and other foreign stocks, held in the portfolios of the funds.

Write: The Financial Post, 481 University Ave., Toronto 2, Canada.

Financing International Business Operations. By James C. Baker and Thomas H. Bates. 156 pp. $5.

This book should be of interest to businessmen who wish to know what effects multinational operations have on corporate financial management. Chapters cover Financial Management in the International Business Enterprise; The Multinational Financial Environment—Nature and Effects; Organizing the International Company and the Finance Function; Financing International Trade; Financial Management of Overseas Investment; Accounting, Control, and Taxation: Some International Aspects; and International Financial Management in the Future.

Write: International Textbook Co., Scranton, Pa. 18515.

Tariff Preferences for Developing Countries: Existing and Proposed Arrangements. By George C. Reeves. Published by the U.S. Tariff Commission. 1971. 166 pp. Free.

Presents some of the background as well as existing and proposed arrangements for granting tariff preferences to developing countries.

Write: U.S. Tariff Commission, Washington, D.C. 20436.

Calendar For World Traders

Aug. 25—Columbus, Neb.—Seminar on foreign trade, Elks Country Club, 9 a.m.-4 p.m. Sponsors: Field Office, SBA, Midwest Int'l Trade Assn., Nebraska Dept. of Econ. Dev.

Aug. 28 — Honolulu — Business luncheon sponsored by Hawaii REEC. Speaker: **Hudson Drake,** Deputy Asst. Secretary of Commerce and Director of BDC.

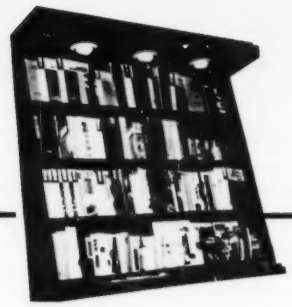
Sept. 7—New York—FCIB luncheon and roundtable conference on world finance, credit, collection and exchange problems, Summit Hotel, noon.

Sept. 8—New York—FCIB publishers export credit group dinner meeting, Advertising Club, 4 p.m.

Sept. 9 — Chicago — International Trade Club of Chicago luncheon, LaSalle Hotel, noon.

Sept. 9 — New York — Overseas Automotive Club luncheon and meeting, Summit Hotel, noon.

Sept. 16—New York—FCIB drug, chemical & food export club luncheon, Advertising Club, 12:15.



New Publications

When ordering any publication, indicate title and series designation, if indicated, and make checks or money orders payable to the Superintendent of Documents. Orders should be sent to the U.S. Department of Commerce, Washington, D.C. 20230, or to any of its field offices.

OFFICE OF THE SECRETARY

Office of Foreign Direct Investments

Foreign Direct Investments Program—selected statistics. 26pp. Free upon request.

DOMESTIC AND INTERNATIONAL BUSINESS

Bureau of International Commerce

Foreign business practices. Revised June 1971. 76pp. 60¢. Provides basic information on some of the laws and practices governing exporting, licensing, and investment abroad.

Checklist of international business publications. 36pp. Free upon request at any field office of the Department of Commerce or by writing to the National Technical Information Service, Room 1043, U.S. Department of Commerce, Washington, D.C. 20230.

Foreign Economic Trends. Annual subscription $15 ($6 additional for foreign mailing). Single copy 10¢.

Norway (ET 71-077). 12pp.

Bahamas (ET 71-078). 12pp.

Mali (ET 71-079). 8pp.

International Marketing Information Service

Exhibitor's Export Market Guide

Israel updates electronics industry; U.S. production equipment needed (IMIS 71-023). 8pp. 10¢.

U.K. looks to U.S. for computer graphics and computer aided design equipment (IMIS 71-024). 4pp. 10¢.

U.S. data communications equipment shows increasing sales in Italy (IMIS 71-025). 4 pp. 10¢.

World Markets for U.S. Exports

Food processing and packaging machinery and equipment—Colombia (IMIS 71-217). 12pp. 10¢.

Food processing and packaging machinery and equipment—Malaysia and Singapore (IMIS 71-222). 16pp. 10¢.

Food processing and packaging machinery and equipment—Venezuela (IMIS 71-227). 16pp. 10¢.

Industrial and scientific instruments—United Kingdom (IMIS 71-229). 16pp. 10¢.

Industrial and scientific instruments—Denmark (IMIS 71-232). 16pp. 10¢.

Air-conditioning and refrigeration equipment—Malaysia/Singapore (IMIS 71-231). 12pp. 10¢.

Industrial and scientific instruments—Republic of Korea (IMIS 71-233). 16pp. 10¢.

Overseas Business Reports. Annual subscriptions $16 ($5 additional for foreign mailing). Single copy 15¢.

U.S. trade with major trading partners 1966-70. (OBR 71-022). 40pp.

ECONOMIC AFFAIRS

Office of Business Economics

Survey of current business. National income issue. Vol. 51, No. 7. Part 1. Annual subscription $9 ($3.75 additional for foreign mailing). Single copy $1.

Bureau of the Census

County Business Patterns 1970: Puerto Rico, American Samoa, Guam, and Virgin Islands (CBP-70-53). 88pp. $1.

Business conditions digest. Data through **Defense indicators.** Series ES4, No. 71-7. Annual subscription including supplements, $15 ($3.75 additional for foreign mailing). Single copy $1.50.

Defense indicators. Series ES4. No. 71-7. Annual subscription $3.50 ($1 additional for foreign mailing). Single copy 35¢.

Small-area data notes. Vol. 6, No. 7, 8pp. 10¢.

Construction and Housing

Housing starts: June 1971 (C20-71-6). Annual $2. Single copy 20¢.

Housing completions: April 1971 (C22-71-4). Annual $1. Single copy 10¢.

New one-family homes sold and for sale: May 1971 (C25-71-5). Annual $3. Single copy: monthly 10¢; annual $1.

Authorized construction—Washington, D.C. area: June 1971 (C41-71-6). Annual $1. Single copy 10¢.

Residential alterations and repairs: expenditures on residential additions, alterations, maintenance and repairs and replacements (C50-70-A). 1970 annual report—Part I all residential properties. 32pp. 50¢.

1970 Census of Housing

General Housing Characteristics: **Delaware** (HC(1)-A9). 56pp. 65¢.

Distribution and Services

Weekly retail sales. Estimated sales of U.S. retail stores in the week ending July 24 (CB 71-343). 2pp. 10¢.

Weekly retail sales. Estimated sales of U.S. retail stores in the week ending July 31 (CB 71-344). 2pp. 10¢.

Monthly wholesale trade: May 1971 (BW-71-5). Annual subscription $1.50. Single copy 15¢.

Foreign Trade

Export and import merchandise: June 1971 (FT 900-71-6). Annual subscription (FT 900, 975, 985, and 986 combined) $3. Single copy 10¢.

Imports—commodity by country: May 1971 (FT 135-71-5). Annual $21 ($5.25 additional for foreign mailing). Single copy $1.75.

Highlights of exports and imports: June 1971 (FT 990-71-6). Annual $5 ($1.25 additional for foreign mailing). Single copy 45¢.

Industry

Flour milling products—summary for 1970 (Series: M20A(70)13). 8pp. Price: 15¢ per copy—$1.50 per year.

Stocks of wool and related fibers: 1970 (Series: MA-22M(70)-1). 4pp. 25¢ per copy; $2 per year.

Glass containers—summary for 1970 (Series: M32G(70)-13). Price: 15¢ per copy—$1.50 per year.

Gloves and mittens: 1970 (Series: MA-23D(70)-1). Price: 25¢.

Fibrous glass: 1970 (Series: MA-32J (70)-1). 3pp. 25¢.

Aircraft propellers: (Series: MA-37E (70)-1). Price: 15¢ per copy—$2.50 per year.

1967 Census of Mineral Industries

Each of the following reports contains detailed final statistics for an individual subject such as water use in mineral industries, expenditures for plant and equipment, size of establishments, and type of operation.

General summary (MIC67(1)-1). 37pp. $1.

Expenditures for plant and equipment (MIC67(1)-3). 20pp. 25¢.

Size of establishments (MIC67(1)-4). 32 pp. 40¢.

Type of operation (MIC67(1)-5). 32pp. 40¢.

Population

1970 Census of Population

Number of Inhabitants.

Alabama (PC(1)-A2). 48pp. 50¢.

Georgia (PC(1)-A12). 56pp. 50¢.

Kansas (PC(1)-A18). 58 pp. 50¢.

Kentucky (PC(1)-A19). 48pp. 40¢.

Missouri (PC(1)-A27). 68pp. 55¢.

Oklahoma (PC(1)-A38). 48pp. 45¢.

Wisconsin (PC(1)-A51). 60pp. 50¢.

1970 Census of Population and Housing General Demographic Trends for Metropolitan Areas, 1960 to 1970—Final Reports.

Arkansas (PHC(2)-5). 40pp. 30¢.

Dist. of Col. (PHC(2)-10). 16pp. 15¢.

Minnesota (PHC(2)-25). 40pp. 25¢.

The social and economic status of Negroes in the United States, 1970 (Series P-23, No. 38). Issued jointly by the Bureau of the Census and the Bureau of Labor Statistics staff. 164pp. $1.25.

Estimates of the population of the United States to June 1, 1971 (Series P-25, No. 463). 2pp. 5¢.

Household income in 1970 and selected social and economic characteristics of households (Series P-60, No. 79). 20pp. 20¢.

SCIENCE AND TECHNOLOGY

National Oceanic and Atmospheric Administration

NOAA. Vol. 1, No. 3. Issued quarterly. Annual subscription $3 (75¢ more for foreign mailing). Single copy 75¢.

Monthly weather review. Vol. 99, No. 7. Annual subscription $10.50 ($2.75 more for foreign mailing). Single copy $1.

Environmental Research Laboratories

Fog droplet sizes at the Panama Canal (ERL 209-APCL 22). 26pp. 30¢. Data of fog droplet spectra and condensation nuclei concentrations were taken during December 1970 at the Panama Canal.

National Environmental Satellite Service

The use of satellite-observed cloud patterns in northern-hemisphere 500-mb numerical analysis (NESS 55). 58pp. 55¢. A quasi-objective method for deriving 500-mb geopotential heights with the aid of satellite cloud observations is presented.

Table of scattering function of infrared radiation for water clouds (NESS 57) 104 pp. $1. Scattering of infrared radiation by water clouds has been calculated from the Mie theory.

National Bureau of Standards

Physics and chemistry—Section A of the Journal of Research of the National Bureau of Standards. Volume 75A, No. 3. May-June 1971. Issued 6 times a year. Annual subscription: $9.50 ($2.50 more for foreign mailing). Single copy $1.50.

Engineering and instrumentation—Section C of the Journal of Research of the National Bureau of Standards. Vol. 75C, No. 1. Jan.-Mar. 1971. Quarterly. Annual subscription $5 ($1.25 more for foreign mailing). Single copy $1.25.

Metropolitan statistical areas (FIPS Pub. 8-1). 12pp. 10¢. This publication provides identification and codes for representing Standard Metropolitan Statistical Areas. It supersedes FIPS PUB 8, same title, dated June 9, 1969.

Standard reference materials: calibration of NBS secondary standard magnetic tape (computer amplitude reference) SRM 3200 using the reference tape amplitude measurement "process A" model II (Spec. Publ. 260-29). 57pp. 60¢. This publication describes the design, operation and calibration of the NBS signal amplitude measuring system (Process A—Model II) that is used for calibrating unrecorded Secondary Standard Magnetic Tapes (Computer Amplitude Reference) SRM 3200. This system supersedes the measurement system described in NBS Special Publication 260-18 (November 1969).

Standard reference materials: standard samples issued in the USSR (A translation from the Russian) (Spec. Publ. 260-30). 86pp. $1. This reference handbook contains information on standard samples of properties and composition of substances and materials including areas of their application, nomenclature, certified characteristics, and values of the certified quantities.

U.S. metric study interim report—Federal Government: civilian agencies (Spec. Publ. 345-2). 328pp. $2.25. This publication reports the findings of a survey to ascertain the views of the civilian agencies of the U.S. Government on the issues raised by the Metric Study Act.

U.S. metric study interim report—Commercial weights and measures (Spec. Publ. 345-3). 116pp. $1. This publication explores the impacts metrication would have on commercial weights and measures activities. It concerns (1) the cost of adapting or changing commercial weighing and measuring devices to record and/or indicate in metric units, and (2) the effects of metrication on state and local weights and measures jurisdictions.

U.S. metric study interim report—the consumer (SP 345-7). 152pp. $1.25. This report presents information on U.S. consumers' knowledge of the metric system and attitudes and opinions regarding metrication in the U.S.

U.S. metric study interim report—Department of Defense (Spec. Publ. 345-9). 132pp. $1.25. This publication reports the results of a Department of Defense study, conducted pursuant to the U.S. Metric Study Act, to determine and evaluate the advantages and disadvantages of the metric system.

Thermophysical properties of oxygen from the freezing liquid line to 600 R for pressures to 5000 psia (Tech. Note 384). 189pp. $1.50. Tables of thermophysical properties of oxygen are presented for temperatures from the melting line to 600 R for pressures to 5000 psia. The tables include entropy, enthalpy, internal energy, density, volume, speed of sound, specific heat, thermal conductivity, viscosity, thermal diffusivity, prandtl number and the dielectric constant for 79 isobars.

National Technical Information Service

Order the following reports on Government-sponsored research from: National Technical Information Service, 5285 Port Royal Road, Springfield, Virginia 22151. Make check or money order payable to National Technical Information Service. Price for each document is $3 unless otherwise specified (microfiche copies of all documents are 95¢).

Evaluation of friction reducing additives for pipeline use (AD-722 262). By Columbia Research Corp. for the U.S. Army, 47pp. Tests various additives for friction reducing ability in a turbulently flowing petroleum based fluid.

Values and public dissent (AD-718 832). By Rutgers U. for the U.S. Navy, 82pp. Surveys dissenting and defending groups, using value scales that measure approval-disapproval of: decisive leadership, responsive leadership, helpfulness, future time orientation, censorship, compromise, distrust, corrective violence, upward mobility, protective violence, submission to authority, and weak self-regard. Value profiles are obtained from average college students, middle managers of a large utility, newspaper editorial writers, Army and Navy noncommissioned officers, American Legionnaires, Birch Society members, U.S. Marshals, anti-war demonstrators, Navy brig and Army stockade prisoners, welfare recipients, and radical and conservative students.

Environmental pollution: air pollution—particulate matters (AD-723 900). Defense Documentation Center, 133pp. Bibliography of 98 citations pertaining to analysis of atmospheric aerosols and particulate matters. Studies on techniques for satellite surveillance of global atmospheric pollution (PB-198 821). U. of Wisconsin for the National Air Pollution Control Admin., 93pp. Discusses remote sensing of particulates; turbidity from ATS measurements; techniques for measuring from the SMS satellite; and application of lasers to air pollution research.

ADP Documentation Handbook (PB-198 085). By Social and Rehabilitation Services, HEW. 186pp. An aid to welfare program administrators and other personnel using automatic data processing equipment in administration of public assistance programs.

Selected problems of hazardous waste management in California (PB-192 026). By the Governor's Task Force on Solid Waste Management. 46pp.

Proceedings of the first national symposium on heterogeneous catalysis for control of air pollution (PB-194 169). Franklin Institute Research Labs of Philadelphia for the National Air Pollution Control Admin. Paper, $6. 554pp.

Study of technical and cost information for gas cleaning equipment in the lime and secondary non-ferrous metallurgical industries (PB-198 137). Industrial Gas Cleaning Institute of Rye, N.Y. for the National Air Pollution Control Admin. Paper, $6. 307pp.

An electrostatic precipitator systems study (PB-198 150). By the Southern Research Institute, Birmingham, for the National Air Pollution Control Admin. 70pp. Reviews the status of precipitator technology and discusses application of electrostatic precipitators to industrial dust control.

Reliability evaluation of plastic integrated circuits (AD-722 043). By General Motors for the Air Force. 171pp. Determines suitability of representative integrated circuits for military applications.

Investigation of distortion removal in welded structures (AD-721 537). By MIT for the Coast Guard. 51pp. Studies mechanisms of flame straightening with emphasis on its effectiveness on high-strength-steel structures.

State Radiation Control Legislation: 1970 (PB-198 374). By Bureau of Radiological Health, Rockville, Md. 43pp. Reviews legislation approved during the year; legislation defeated or pending; and existing laws or statutes governing ionizing radiation, nonionizing radiation and radiologic technology.

Management Engineering (AD-722 870). By Defense Documentation Center. 201 pp. Bibliography of 161 references pertinent to management planning in transportation, industries, civil defense and other man-organized systems. All reports listed are available from NTIS.

Communications technology for urban improvement (PB-200 317). Panel on Urban Communications of the National Academy of Engineering Committee on Telecommunications, 234 pp.

A potentially cheap self pressurized gas bearing assembly (AD-725 885). Royal Aircraft Establishment Farnborough Hants (England). Describes manufacture of an asymmetric self pressurized gas bearing assembly capable of supporting loads in any direction.

Compliance test report KWIC index (PB-200 309). National Highway Traffic Administration, Washington, D.C. Paper copy $6 (microfiche 95¢), 410pp.

Problems of communication in large cities (PB-200 000). Council on Communication, Washington, D.C. 38pp.

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DETROIT, MICH., 48226, 445 Federal Bldg. Area Code 313, 226-6088.

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HOUSTON, TEX., 77002, 5102 Federal Bldg., 515 Rusk Ave. Area Code 713, 226-4231.

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